

About Deloitte Consulting

Deloitte Consulting is one of the world's leading management consulting firms, and is uniquely known for its straightforward approach to solving today's most complex business challenges. Deloitte Consulting works hand-in-hand with clients to improve business performance, drive shareholder value, and create competitive advantage. The firm has 15,000 professionals in 31 markets, and serves more than one-third of the companies in the Global *Fortune*® 500. **It is the only consulting firm with five straight appearances on *Fortune Magazine's* list of "100 Best Companies to Work for in America.** Our mission is to help our clients and our people excel.

Our Sacramento practice is dedicated to serving the State of California and local government clients. We are one of the largest professional services practices in Sacramento, and the State, having established a reputation for helping our clients achieve results in highly complex projects.

Deloitte Consulting can be found on the Internet at <http://www.deloitte.com>.

Deloitte Consulting has selected three industry leading partners to team with to provide the State with the workflow and imaging solutions. They are:

- ***Documentum*** – Documentum provides Enterprise Content Management (ECM) solutions that enable organizations to unite teams, content and associated business processes. Documentum's integrated set of content, compliance and collaboration solutions support the way people work, from initial discussion and planning through design, production, service and corporate administration.
- ***Optika Inc.*** – Optika is a leading provider of imaging, workflow, collaboration and records management software. Optika's Acorde™ family of Enterprise Content Management (ECM) solutions allows companies to streamline their business processes, eliminate paper and increase operational efficiencies.
- ***Stellent, Inc.*** – Stellent is a global provider of content management solutions. The Stellent Content Management system enables customers to rapidly deploy line-of-business Web sites, such as employee portals and partner extranets, as well as enterprise-wide solutions that standardize content management for use by multiple sites and applications throughout an organization.

Deloitte Consulting
Price List

Deloitte Consulting, L.P.
Published Hourly Rate Price List

June 30, 2003

The following price list includes some positions and rates for roles that would potentially be required to deliver the products and services outlined in this proposal. We are providing the State with a discount off our standard commercial billing rates as depicted below:

Position	Standard Commercial Rate per Hour	MSA Rate	CSPLA
Senior Project Manager	590	382	35%
Project Manager	520	316	39%
Senior IT Consultant	390	262	33%
Consultant	275	191	31%
Systems Analyst	225	126	44%
Programmer	275	126	54%
Average	379	233	38%

For the cost tables located in Section 1 of this volume, we have used the average rate of \$233/hour.

Documentum
Price List

Documentum Standard Price List

USD

EUROS

GBP

JAPAN

Note: All client licenses **require** appropriate licensing of a server license (e.g. Content Server or eRoom Server) unless otherwise noted in the Licensing Section. Please refer to Licensing Section for specific details.

Note: Royalty items are marked with a (***)

1. CLIENT LICENSES

Content Authentication Services***

Per Seat			
\$75	€ 73	£47	\$98

Content Services for Lotus Notes Mail***

Per Seat			
\$75	€ 73	£47	\$98

Content Services for SAP R/3: Seat

Per Seat			
\$200	€ 194	£125	\$260

Content Services for Siebel eBusiness Apps***

Per Seat			
\$200	€ 195	£125	\$260

Desktop/Webtop

Per Seat			
\$400	€ 390	£250	\$520

Desktop for Macintosh

Per Seat			
\$200	€ 194	£126	\$260

Digital Asset Manager

Per Seat			
\$400	€ 390	£250	\$520

Document Control Manager (DCM) - Consumer***

Per Seat			
\$400	€ 390	£250	\$520

Document Control Manager (DCM) - Contributor***

Per Seat			
\$900	€ 875	£565	\$1,170

eRoom (core)

Per Seat			
\$200	€ 195	£125	\$260

Note: Requires appropriate licensing of eRoom Server(s)

eRoom Enterprise add-on

Per Seat			
\$75	€ 73	£45	\$98

Note: Add-on to eRoom (core).

eRoom Real Times Services (RTS) add-on***

Per Seat			
\$75	€ 73	£45	\$98

Note: Add-on to eRoom (core).

eRoom BizDocs Viewer

Per Seat			
\$75	€ 75	£45	\$98

eRoom CAD Viewer AV

Per Seat			
\$200	€ 195	£125	\$260

eRoom CAD Viewer AVP

Per Seat			
\$400	€ 390	£250	\$520

eRoom CAD Viewer AVSM

Per Seat			
\$900	€ 875	£565	\$1,170

eRoom CAD Viewer AVSMP

Per Seat			
\$2,500	€ 2,425	£1,570	\$3,250

GXPharma - Consumer add-on***

Per Seat			
\$75	€ 73	£47	\$98

GXPharma - Contributor add-on***

Per Seat			
\$75	€ 73	£47	\$98

Portlet User

Per Seat			
\$200	€ 195	£125	\$260

Pure Custom Client

Per Seat			
\$400	€ 390	£250	\$520

Read-Only

Per Seat			
\$75	€ 73	£47	\$98

Records Manager

RM End-User Access (Per Seat)***			
\$75	€ 73	£47	\$98

RM Administrator Access (Per Seat)***			
\$200	€ 195	£125	\$260

Mailbox Records Manager (Per Mailbox)			
\$75	€ 73	£47	\$98

Webpublisher

Per Seat			
\$400	€ 390	£250	\$520

2. ADMINISTRATIVE AND DEVELOPER LICENSES

Documentum Administrator (DA)

Per Seat			
\$2,500	€ 2,425	£1,570	\$3,250

Documentum Developer Studio (DDS)

Per Seat			
\$2,500	€ 2,425	£1,570	\$3,250

ODBC Reporting Services - Consumer

Per Seat			
\$75	€ 73	£47	\$98

ODBC Reporting Services - Developer

Per Seat			
\$400	€ 390	£250	\$520

3. SERVER LICENSING

Content Server

Per Named-user			
\$150	€ 146	£94	\$195

eRoom Server***

Per Named-user			
\$75	€ 73	£47	\$98

4. PLATFORM EXTENSIONS

Content Distribution Services

Per CPU			
\$25,000	€ 24,270	£15,720	\$32,500
Per Destination Pack			
\$25,000	€ 24,270	£15,720	\$32,500

Note: A Destination Pack is set as either a) 100 destinations or b) 1000 email addresses.

Content Intelligence Services (CIS)***

Per CPU			
\$50,000	€ 48,540	£31,450	\$65,000

Content Rendition Services (CRS)***

Per Server			
\$10,000	€ 9,710	£6,290	\$13,000

Content Services for BEA WebLogic Portal Server

Per CPU			
\$5,000	€ 4,850	£3,140	\$6,500

Note: There is a minimum purchase of 2 CPUs.

Content Services for EMC Centera

Per Docbase			
\$25,000	€ 24,270	£15,720	\$32,500

Content Services for SAP R/3: Server Agent

Per Server			
\$50,000	€ 48,540	£31,450	\$65,000

Dynamic Content Assembler (DCA)

Per CPU			
\$25,000	€ 24,270	£15,720	\$32,500

eRoom Viewer for Microsoft Project

Per Server			
\$5,000	€ 4,850	£3,140	\$6,500

Inter-Enterprise Workflow Services (IWS)

Per CPU			
\$50,000	€ 48,540	£31,450	\$65,000

Media Services (MS)***

Per CPU			
\$25,000	€ 24,270	£15,720	\$32,500

Note: There is minimum purchase of 2 CPUs.

Print Control Services (PCS)***

Per CPU			
\$25,000	€ 24,270	£15,720	\$32,500

Records Activators (RA)

Per Source CPU			
\$10,000	€ 9,710	£6,290	\$13,000

Note: No charge for integration to Documentum 4i or 5

Note: RAs available: Hummingbird CyberDOCS, Hummingbird DOCSopen, IBM/Lotus Notes Mail, Microsoft Exchange server/Outlook and Microsoft SharePoint Portal server.

Note: Pricing is per individual Records Activator. Ras not bundled.

Site Caching Services (SCS) Source CPU

Per Source CPU			
\$10,000	€ 9,710	£6,290	\$13,000

Note: There is a minimum purchase of 2 CPUs.

Site Caching Services (SCS) Target CPU

Per Target CPU			
\$5,000	€ 4,850	£3,140	\$6,500

Note: There is a minimum purchase of 2 CPUs.

Site Deployment Services (SDS)

Per Target CPU			
\$5,000	€ 4,850	£3,140	\$6,500

Note: There is a minimum purchase of 2 CPUs.

Note: Includes licensing for SDS Source CPUs.

Trusted Content Services

Per CPU			
\$25,000	€ 24,270	£15,720	\$32,500

5. RESELLER LICENSES

Note: Any Documentum Partner reselling a 3rd party product *requires* a license addendum.

Note: Please reference Third-party royalty guidelines on all reseller products.

Adobe Acrobat

Per Seat			
\$249	€ 242	£157	\$324

Adobe Acrobat 5.0 upgrade from Acrobat 4

Per Seat			
\$99	€ 97	£63	\$129

Adobe Acrobat upgrade from Exchange/Business Tools 4

Per Seat			
\$79	€ 77	£50	\$103

Captiva InputAccel Capture Upgrade Packages

DocInput to InputAccel Basic			
\$0	€ 0	£0	\$0
DocInput to InputAccel Standard			
\$15,000	€ 14,560	£9,430	\$19,500
DocInput to InputAccel Premium			
\$40,000	€ 38,830	£25,160	\$52,000
DocInput 5 to InputAccel Capture Standard			
\$0	€ 0	£0	\$0
DocInput 5 to InputAccel Capture Premium			
\$25,000	€ 24,270	£15,720	\$32,500
DocInput 10 to InputAccel Capture Premium			
\$7,000	€ 6,795	£4,405	\$9,100

Note: DocInput customers have until December 23, 2003 to upgrade to the corresponding Captiva InputAccel Capture license in order to maintain Documentum support.
Note: Even if customer is upgrading in a parallel fashion, a software schedule is still required.

Captiva InputAccel Capture Packages

Basic Package			
\$7,000	€ 6,795	£4,405	\$9,100
Standard Package			
\$20,000	€ 19,420	£12,580	\$26,000
Premium Package			
\$45,000	€ 43,690	£28,300	\$58,500

Captiva InputAccel Capture Page Packs

Page Pack 1			
\$2,500	€ 2,425	£1,570	\$3,250
Page Pack 2			
\$10,000	€ 9,710	£6,290	\$13,000
Page Pack 3			
\$18,000	€ 17,480	£11,320	\$23,400

Captiva InputAccel Capture Scan Module

Per Module			
\$3,800	€ 3,690	£2,390	\$4,940

Captiva InputAccel Capture Universal Client Module

Per Module			
\$3,800	€ 3,690	£2,390	\$4,940

Captiva InputAccel Capture Prime Recognition Module

Per Module			
\$10,000	€ 9,710	£6,290	\$13,000

Ektron eWebEditPro

Per Seat			
\$70	€ 68	£45	\$91

Infodata AnnoDoc

Per Seat			
\$150	€ 146	£95	\$195

Infodata AnnoDoc *Migration* from DocViewer

Per Seat			
\$70	€ 68	£45	\$91

Infomative Graphics Brava!

Starter Pack (25 Seats)			
\$6,500	€ 6,310	£4,090	\$8,450
Additional Seats			
\$260	€ 253	£164	\$338

Infomative Graphics Brava! Upgrade from DocViewer

Per Seat			
\$85	€ 83	£54	\$111

McLaren CADLink Foundation

Per Seat			
\$540	€ 525	£340	\$702

McLaren CADLink for Content Rendition Services

Per Server			
\$9,350	€ 9,080	£5,880	\$12,155

McLaren DocLoader

Per Server			
\$17,500	€ 16,990	£11,005	\$22,750

TeleStream FlipFactory (Adv. Audio/Video MPI)

Per CPU			
\$7,500	€ 7,280	£4,720	\$9,750

Note: There is a minimum purchase of 2 CPUs.

LICENSE DESCRIPTIONS

LICENSE LANGUAGE

Licensee must purchase the applicable number and type of licenses to cover all end users accessing (directly or indirectly) content that has been created, managed and/or distributed by the Software (collectively “Documentum Content”), regardless of whether such end user actually uses the Software (i.e. An appropriate license would be required for each end user that accesses Documentum Content even if that access comes through non-Documentum software). This includes but is not limited to the following:

a) Publishing Documentum content to a Web Site

The Customer must procure one of three licenses from Documentum for publishing of Documentum content to a web site: i) *Read-Only CPU license*, ii) *Site Delivery Services license* or iii) *Caching Services*. These licenses are considered to be a right of access to content that is managed and controlled by Documentum. The first license is required when individualized login and security is desired. The second and third are required when universal security for published content is appropriate. One or the other of these licenses (or in some cases both, if a mixed security environment is desired) must be procured for web content publishing from Documentum --- even if the customer chooses not to use Documentum’s automated publishing tools --- but decides instead to write their own publication software.

b) Publishing Documentum content to a Portal

The Customer must procure one of two licenses from Documentum for accessing content created, managed and distributed using Documentum via a portal: i) *Portlet User license* or ii) *Documentum Foundation license*. One of the two licenses (or in some cases both depending on the level of functionality desired by the end-user) must be procured. These licenses are considered to be a right of access to content that is managed and controlled by Documentum.

c) Extraction of Content from Documentum for Access on any other repository such as shared drive, file system, database, competitor's repository, or storage appliance.

The Read-Only CPU license must be procured from Documentum in this scenario – even if the customer elects to write their own program to extract content from the system – as it is clear that the intent is for a broad range of users to access Documentum managed and controlled content. This license is considered to be a right of access to content managed and controlled by Documentum and is required to correctly size the number of CPUs on the Documentum Content Server.

d) Extraction of Content from Documentum via a non-Documentum and/or custom application.

The customer must procure one of three licenses from Documentum for extracting content via a non-Documentum and/or custom application: i) *Documentum Foundation Seat license*, ii) *Documentum Foundation CPU license* or iii) *Read-Only CPU license*. These licenses are considered to be a right of access to content that is managed and controlled by Documentum. The first license is required when licensing the appropriate number of end-users (i.e. seats) accessing Documentum Content on a per-seat basis while the second and third are required to correctly size the appropriate number of CPUs for the Documentum Content Server.

e) Export Content from Documentum and E-Mailing it to Others.

There are two scenarios for exporting and emailing content to recipients: Systematic and Non-Systematic.

- 1) Systematic E-mailing: The *Content Distribution Services license* must be procured from Documentum in this scenario, as it is clear that the intent is for a broad range of users to access Documentum managed and controlled content.
- 2) Non-Systematic E-Mailing: This scenario does not require additional Documentum licenses for the email recipients of content. It is understood that there are occasions when content needs to be shared with other individuals who are not Documentum users, and that further control of the content is not and cannot be managed by Documentum. No restrictions exist today in Documentum licensing or software for this situation.

f) Extracting Content and Sending to a Publisher for Printing (via email, CD or print distribution)

This scenario does not require additional Documentum licenses for the organization that provides print production services. No restrictions exist today in Documentum licensing or software for this situation. In this instance, it is clear that further control of the content is not and cannot be managed by Documentum.

LICENSE vs. PRODUCT

- All Documentum software is sold through the purchase of a license.
- Documentum products are grouped together under an individual license to provide each user with access to all required software.
- Upon purchase of a license the user has the right to use any of the products that are listed under that license.
- The section below lists the licenses that Documentum sells and the products included under each respective license.

1. CLIENT LICENSES

Please note that ALL client licenses require the appropriate licensing of the Content Server and/or eRoom Server except where otherwise noted.

Content Services for Lotus Notes Mail

- Licensed on a per-client basis and does not require server license.

Content Services for SAP R/3: Seat

- Licensed on a per-client basis.
- This license provides functionality for SAP DMS Services, SAP Imaging Services, SAP Archiving Services, and SAP ArchiveLink Services.
- Purchase of any SAP product **requires** purchasing a training package for \$5,000: 2 seats for 5 days at Documentum – no off-site.
- The purchase of any SAP product **requires** one week of installation services provided by a qualified consultant to ensure customer success in the initial installation and deployment of these complex products. This service is priced and sold separately; it is not included in the license fee. Please refer to Consulting Services for additional details and pricing regarding the installation services for these products.

Content Services for Siebel eBusiness Applications

- Licenses on a per-client basis.
- Requires Desktop/Webtop client be installed.

Desktop/Webtop

- Licensed on per-client basis to install the software listed below provided they are supported on the customer's designated platform.
- WebDAV Services and FTP Services bundled with client.

Digital Asset Manager Client

- Licensed on a per-client basis.
- FTP Services and WebDAV Services bundled with Digital Asset Manager.
- Digital Asset Manager requires the appropriate licensing of Media Services.

Desktop for Macintosh

- Licensed on a per-client basis.
- Desktop for Macintosh requires the appropriate licensing of Media Services.

Document Control Manager (DCM)

- Licensed on a per-client basis.
- There are two versions of DCM license:
 1. *DCM for Contributors*: For those users that will create and modify documents controlled by DCM
 2. *DCM for Consumers*: For those users who are accessing those documents in a read-only fashion.
- Desktop/Webtop and Content Authentication Services are bundled with DCM.
- DCM for Contributors **requires** a Documentum Foundation license while DCM for Consumers license does not.

Note: Upgrade pricing for DCM to GxPharma is the delta between the two products prices as published in the price list for the volume of licenses being converted.

Note: Consulting is neither included nor required as part of the application. However, it is **strongly recommended** that complimentary consulting packages be sold with this application to deliver a whole solution to the customer. Please refer to the Consulting Section for the details of these offerings.

GxPharma

- Licensed on per-client basis to install/use the GxPharma application only – a jointly developed solution with PricewaterhouseCoopers (PwC).
- Licensed as an add-on to the corresponding DCM license.
- There are two versions of the GxPharma license:
 1. *GxPharma for Contributors*: For users that will create and modify documents and configure what is audited by GxPharma.
 2. *GxPharma for Consumers*: For those users who are accessing those documents in a read-only fashion.
- The GxPharma Contributor license **requires** a Foundation license while the GxPharma Consumer license *does not require* a Foundation license.
- This license includes: DCM and CAS plus additional templates and best practices provided by PwC.
- GxPharma **requires** the purchase of the Print Control Services (PCS) license.

Note: Upgrade pricing from DCM to GxPharma is the delta between the two products prices as published in the price list for the volume of licenses being converted.

eRoom Real Time Services

- Licensed on a per-client as an add-on to eRoom (core).

eRoom (core)

- Licensed on a per-client basis and requires appropriate licensing of the eRoom server(s).

eRoom Enterprise

- Licensed on a per-client basis as an add-on to eRoom (core).
 - Requires purchase of Content Server not eRoom Server.
- Note: Adding to previously installed eRoom (core) requires delta plus 10% for content server

eRoom Enterprise Upgrade from eRoom

- Licensed with a Starter Pack, and then additional seats.
 - The Starter Pack is required to be the first purchase.
 - Subsequent purchases are licensed on a per-seat basis and require appropriate licensing of the eRoom server(s).
- Add-on seats provide either limited or full CM functionality.
- The Starter Package includes:

50 end-user licenses for the CM component of eRoom Enterprise	1 Documentum Administrator
Documentum Content Server	Documentum Repository

eRoom Enterprise Upgrade from Documentum

- Licensed with a Starter Pack, and then additional seats.
 - The Starter Pack is required to be the first purchase.
 - Subsequent purchases are licensed on a per-seat basis and require appropriate licensing of the eRoom server(s).
- The Starter Package includes:

50 end-user licenses for Collaboration component of eRoom Enterprise	eRoom Server
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eRoom Enterprise Upgrade for existing joint-customers (i.e. (the integration”)

- Limited to literal joint-users of both Documentum and eRoom (i.e. a person who uses both products).
- Limited to the smaller number of Documentum or eRoom seats.

eRoom Server

- Licensed on a per-named-user basis.
- Customer must choose either i) Microsoft SQL server or ii) Sybase at time of purchase.

eRoom CAD Viewers

- Licensed on a per-client basis for the integration only
- An add-on to the eRoom (core) client.
- The eRoom Viewer comes in the following versions according to functionality delivered:
 - CAD Viewer AutoVue SolidModel Professional (AVSMP)
 - CAD Viewer AutoVue SolidModel (AVSM)
 - CAD Viewer AutoVue Professional (AVP)
 - CAD Viewer AutoVue (AV)
 - BizDocs Viewer

Mailbox Records Manager

- Licensed on a per-mailbox basis.
- This license does *NOT* require licensing of the eRoom Server or Content Server.

Portlet User License (PUL)

- Licensed on a per-client basis with functionality restricted to that provided in the Portlets identified as part of this license.
- This license *does not offer* access to things like XML component management, virtual documents, federated operations, multi-lingual capabilities, work-flow template development, etc.
- End-users that require additional capabilities must acquire Documentum Foundation licenses for “full access.”

Cabinets	Inbox	My Documents	My Folder
My Subscriptions	My Workarea	My Workflows	Search

Note: End-user access to a portal must be licensed via the Portlet User client or via the Desktop/Webtop client.

Records Manager Starter Package

- Licensed with a Starter Pack, and then additional client.
 - The Starter Pack is required to be the first purchase.
 - Subsequent purchases are licensed on a per-seat basis.
- RM Starter Package can be a stand-alone deployment or integrated with a CM solution via one of the Records Activators.
- If RM is integrated with Documentum, appropriate licensing of Foundation seat(s) is required.
- This license includes the following:

100 Documentum RM End-User Access clients	2 Documentum RM Administrator Access clients
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Records Manager Add-on End-User Access

- Licensed on a per-client basis as an add-on to the Records Manager Starter Package.

Records Manager Add-on Administrator Access

- Licensed on a per-client basis as an add-on to the Records Manager Starter Package.

Records Activators

- Licensed per Source CPU.
- The following Records Activators are available:

Documentum 4.3 and 5.1	Hummingbird DOCSopen	Hummingbird Webtop	IBM/Lotus Notes Mail R5
MS Exchange Server/Outlook	MS Sharepoint Portal Server		

Read-Only

- Licensed on a per-client basis
- Client provides access to read-only functionality:
 - Only the following functionality *can be deployed* to the target set of users: individual login, individualized security, query/search capability, viewing of content and properties and personalized delivery of content based on user or information and/or security.
 - The following functionality *is excluded* from the Read-Only license: import or creation of new content, editing of existing content or properties (checkin/checkout), creation of and participation in workflows, promotion or demotion of content in a lifecycle, creation of lifecycles or any other operation that changes the content of the Docbase repository and any other functionality not listed.
- This license is required for any application accessing Documentum's repository and deploying read-only access, including applications providing access via application servers, commerce servers, web servers or personalization servers on behalf of the ultimate end user.
- Only custom developed applications or customized Documentum clients can be used with Anonymous Access (AA).
- While Documentum provides support for its developer products and APIs, it does not support the resulting custom developed applications or the customized elements of Documentum's clients.

Web Publisher

- Licensed on a per-client basis.
- Desktop/Webtop and FTP Services bundled with Web Publisher.

Administrative and Development Clients

Documentum Administrator (DA)

- Licensed on a per-seat basis.
- Desktop/Webtop are included with Documentum Administrator.

Documentum Developer Studio

- Licensed on a per-seat basis.
- This license includes the following:

Desktop/Webtop	Desktop Development Kit	Application Builder	Business Objects Framework
Web Development Kit (WDK)	JDBC Services	Documentum DFC	Customization Guides
Portal Integration Kit (PIK)	RM Developer Access		

Note: It is **strongly recommended** that Developer Support be sold in conjunction with Documentum Developer Studio. For additional information on Developer Support, please refer to the Technical Support section.

Note: End-user access to the portal must be licensed via the Portlet User license or via Desktop/Webtop.

Note: Partners developing a portal with the PIK *must* sign a PIK addendum.

ODBC Reporting Services

- Licensed on a per-client basis.
- There are two versions available for the ODBC Reporting Services license:
 1. ODBC Reporting Services for Developers: For users developing the reports.
 2. ODBC Reporting Services for Consumers: For users running and referring to the reports.
- For users who simply see the saved reports but do not actually run them, no license is required.
- The following tools are supported and certified via an ODBC gateway:

Crystal Reports	Business Objects
Microsoft Access	Microsoft Excel

2. SERVER LICENSING

eRoom Server

- Licensed on a named-user basis.
- Includes access to all installations of the eRoom Server.
- Multiple clients can be deployed against a single named-user.
- Upgrading to the Content Server is the delta plus 10%

Content Server

- Licensed on a named-user basis.
- Multiple clients can be deployed against a single named-user.
- Includes access to all installations of the Content Server.

3. PLATFORM EXTENSIONS LICENSING

The following are Platform Extension to the clients and server described above. Platform Extensions require that the appropriate number of type of client license(s) and content server user-bands have been licensed for use with the designated option below.

Content Authentication Services (CAS)

- Licensed on per-CPU basis.

Content Distribution Services (CDS)

- Licensing is a combination of a) number of CPUs and b) number of destinations to which the CDS instance distributes content.
- A Destination Pack is either a) 100 destinations or as b) 1,000 email addresses.
- A destination is defined as:
 1. An email address
 2. An FTP server with a specific directory on that server.
 3. An ICE client URL with a deployment destination, configured on the ICE client. The deployment destination can be a file system, a Documentum repository, a web site, a portal or any other repository.

Content Intelligence Services (CIS)

- Licensed on a per-CPU basis for the machine(s) on which content personalization service is running.
- It is generally assumed, although not required, that Content Intelligence Services will be used in batch mode and will likely run on its own machine to service one or more Docbases.

Content Rendition Services (CRS)

- Licensed on a per-server basis to install and connect the Content Rendition Services product on up to eight Docbases.

Content Services for BEA WebLogic Portal Server

- Licensed on a [per-CPU basis for the number of CPUs on the BEA WebLogic Portal Server](#) and includes the following:
 1. *Documentum Portlets* - 8 basic Documentum-developed Portlets.
 2. *Portal Adapter* – Built using PIK for BEA Weblogic portal; developed, supported, certified, and distributed by Documentum.
 3. *Runtime-only version of Web Development Kit* – Support end-customer use of Documentum Portlets for BEA Weblogic portal.
 4. *An Installer Program/Script* – End-user and administrator documentation.
 5. *Documentum Standard Support* – Terms and conditions apply.

[Note: End-users access for the portal must be licensed via a Portlet User license or via Desktop/Webtop.](#)

Content Services for EMC Centera

- Licensed per-repository and is installed on the same server box as the Content Server.

Content Services for SAP R/3: Server Agent

- Licensed on a per-server basis; number of servers determined by the number of SAP Servers (1:1 relationship between the agent and the SAP Server).
- A “seat” is defined as a SAP user that contributes or accesses content from SAP (e.g., reports, documents, images, data).
- This license is mandatory in conjunction with the Content Services for SAP seats.

Dynamic Content Assembly (DCA)

- Licensed on a per-CPU basis.

eRoom Viewer for Microsoft Project

- Licensed on a per-Server basis.

Inter-Enterprise Workflow Services (IWS)

- Licensed on a per-CPU basis and is tied to the machine(s) on which IWS is running.

Media Services

- Licensed on a per-CPU basis.
- Minimum purchase of 2 CPUs.
- Adobe Graphics Server is bundled with Media Services.

Print Control Services (PCS)

- Licensed on a per-CPU basis and is tied to the machine(s) on which the print services are running.
- It is generally assumed, although not required, that PCS will be used in batch mode and will likely run on its own, relatively small machine to service one or more Docbases.
- PCS is an *optional* product with DCM and is a *required* one with GxPharma.

Records Manager Records Activators

- Licensed on a per-installation basis in conjunction with the Records Manager Starter Package.
- The following Records Activators are available individually:

Documentum 4i or 5	FileNet Panagon	Hummingbird CyberDOCS	Hummingbird DOCSopen
IBM/Lotus Notes Mail	Microsoft Exchange/Outlook	Microsoft Sharepoint Portal Server	Novell Groupwise

Site Caching Services (SCS)

- Licensed on a per CPU basis on the machine(s) where the SCS software is installed and resides.
- There is a minimum purchase of 2 CPUs.
- The software is composed of two separately installed components: source software and target software:
 1. *SCS Source* – The SCS source software is installed on a repository (Docbase). The Content Server and the repository are prerequisites for installing the SCS source software.
 2. *SCS Target* – The SCS target software is installed on a website host. The target software can be installed on multiple hosts, allowing a single repository and SCS source to support multiple websites.
- SCS includes the following:

Content Services for ATG Dynamo	Content Services for BEA WebLogic Application Server
Content Services for IBM WebSphere	

Site Deployment Services (SDS)

- Licensed on a per-CPU basis on the machines(s) where the SDS software is installed and resides.
- There is a minimum purchase of 2 CPUs.
- The software is composed of two separately installed components: source software and target software:
 1. *SDS Source* – The Site Caching Services target is the SDS source, when that Site Caching Services target will be publishing content to a WebServer farm. So the SDS source software will be loaded on those machines that will be publishing content to SDS targets.
 2. *SDS Target* – The SDS targets are the WebServers that receive the deployed content.

RESELLER LICENSES

Note: Any Documentum *Partner* reselling a 3rd party product *requires* a license addendum.

Note: Reseller products **do not** count against the Content Server User-bands.

The resell of third party products has been made available to our customers in conjunction with Documentum's overall product solutions. Products selected for the third party price list complement one or more of our solutions today. In addition providing our customers the ability to purchase these products (along with support) increases their level of satisfaction.

Discounting: Third party products should not be discounted beyond the pricing table since the vendor has predetermined the offerings. Certain exceptions can be made on any Pool deal or overall deal size of one million dollars in total. Please contact your manager in these specific cases.

Support: Documentum provides varying levels of support depending on the contract with the 3rd party vendor. For convenience to the customer, maintenance will be paid directly to Documentum, who will reconcile costs with the 3rd party. At the time of software delivery, the customer will be reminded that the vendor supports the product and is supplied with the vendor support contact information.

In the case where a customer calls Documentum Customer Support, they will be re-directed to the appropriate vendor's support phone number and website. Support is provided per the below table:

PRODUCT RESELLER SUPPORT	
Vendor/Product	Support Level from Vendor
*CYA HOTBackup	Direct from Vendor
*Infodata/Annodoc	Direct from Vendor
McLaren/Cadlink, Cadlink for CRS, DocLoader	Level 1 from DCTM, Level 2 and 3 from vendor
Captiva InputAccel	Level 1 from DCTM, Level 2 and 3 from vendor
Adobe/Acrobat 5.0	Level 1 from DCTM, Level 2 and 3 from vendor
Informative Graphics Brava!	Direct from Vendor
Ektron eWebEditPro	Direct from Vendor
*For customer satisfaction purposes, support can be purchased directly from Documentum. Support and Maintenance fees will be passed through to the respective vendor.	

Adobe Acrobat 5.0

- Licensed on a per-seat basis.

Adobe Acrobat 5.0 Upgrade from Adobe Acrobat 4.0

- Licensed on a per-seat basis.

Adobe Acrobat 5.0 Upgrade from Exchange or Business Tools 4.0

- Licensed on a per-seat basis.

Captiva InputAccel Capture Packages

- Licensed on a per package basis (e.g. Basic, Standard or Premium) with various add-ons page packs or modules.
 - *Basic:* IA server, 1 Scan module, 1 Universal Client module, Documentum Export module, and 660,000 pages per year
 - *Standard:* IA server, 1 Scan module, 3 Universal Client modules, Documentum Export module, and 1,020,000 pages per year
 - *Premium:* IA server, 2 Scan modules, 7 Universal Client modules, Documentum Export module, and 1,800,000 pages per year
- Page processing limits are annual not monthly. Monthly page volumes can be used for sizing estimates.
- A page is defined as a single-sided image delivered to the IA Server. A double-sided document is therefore count as two pages.
- Packages may be customized with add-on modules (e.g. IA Scan, IA Universal Client, and IA Prime Recognition modules).

DocInput Upgrade to Captiva InputAccel Capture Basic

- License to upgrade from DocInput to Captiva InputAccel Basic package
- Customer must upgrade by December 31, 2003 to maintain Documentum Support.

DocInput Upgrade to Captiva InputAccel Capture Standard

- License to upgrade from DocInput to Captiva InputAccel Standard package
- Customer must upgrade by December 31, 2003 to maintain Documentum Support.

DocInput Upgrade to Captiva InputAccel Capture Premium

- License to upgrade from DocInput to Captiva InputAccel Premium package
- Customer must upgrade by December 31, 2003 to maintain Documentum Support.

DocInput 5 Upgrade to Captiva InputAccel Capture Standard

- License to upgrade from DocInput 5 to Captiva InputAccel Standard package
- Customer must upgrade by December 31, 2003 to maintain Documentum Support.

DocInput 5 Upgrade to Captiva InputAccel Capture Premium

- License to upgrade from DocInput 5 to Captiva InputAccel Premium package
- Customer must upgrade by December 31, 2003 to maintain Documentum Support.

DocInput 10 Upgrade to Captiva InputAccel Capture Premium

- License to upgrade from DocInput 10 to Captiva InputAccel Premium package
- Customer must upgrade by December 31, 2003 to maintain Documentum Support.

Captiva InputAccel Capture add-on Page Packs

- Packages may be customized with add-on Page Packs.
 - *Page Pack 1*: 360,000 pages per year (30,000 per month)
 - *Page Pack 2*: 1,800,000 pages per year (150,000 per month)
 - *Page Pack 3*: 3,600,000 pages per year (300,000 per month)

Captiva InputAccel Capture add-on Scan Modules

- Licensed on a per-module basis with the module providing connectivity between the InputAccel system and a document scanner.
- Scan modules are an add-on to the InputAccel packages (Basic, Standard & Premium)

Captiva InputAccel Capture add-on Universal Client Modules

- Licensed on a per-module basis allowing customer to run any of the following modules (one at a time): Index, IQA, Rescan, AQA, OCR and OCR Edit, Auto Annotate Module and Image Enhancement without 2D and Extended Barcode.
- Universal Client modules are an add-on to the InputAccel packages (Basic, Standard & Premium)

Captiva InputAccel Capture add-on Prime Recognition Modules

- Licensed on a per-module providing PDF conversion: including 3 internal OCR engines with Voting, International Language support, Color Option, Auto Zoning Option and Enhanced Text/PDF output.
- Prime Recognition modules are an add-on to the InputAccel packages (Basic, Standard & Premium)
- Craig Lucas guidelines on sizing

CYA HOTBackup Standard Edition

- Licensed on a per-Docbase basis for Incremental/Full Backup – all objects for complete full Docbase restore.

CYA HOTBackup Limited Edition

- Licensed on a per-Docbase basis for Incremental/Full Backup of SysObjects and documents – object-level restore only.

Ektron eWebEditPro

- Licensed on a per-seat basis.

Infomative Graphics Brava!

- Licensed with a Starter Pack, and then additional seats.
 - The Starter Pack is required to be the first purchase.
 - Subsequent purchases are licensed on a per-seat basis.

Upgrade to Informative Graphics Brava! From DocViewer

- Licensed on a per-seat basis.

Infodata Annodoc

- Licensed on a per-seat basis.

Infodata Annodoc *Migration* from DocViewer

- Licensed on a per-seat basis.

McLaren CADLink Foundation

- Licensed on a per-seat basis to install and use the CADLink Product and requires purchase of a Documentum 5 license.
- This license includes:

AutoCAD client interface	MicroStation client interface	Configuration Tools
An integrated view/redline facility utilizing the AutoVue Professional engine from Cimmetry Systems.		

McLaren CADLink for Content Rendition Services

- Licensed on a per-seat basis to install and use the CADLink for CRS product on a single CRS system.
- This license must be purchased in addition to CRS and each purchased copy can only be used on one CRS system.

McLaren DocLoader

- [Licensed on a per-server basis.](#)

TeleStream FlipFactory

- Licensed on a per-CPU basis as a media plug-in to Media Services.
- Minimum purchase of 2 CPUs.

Optika

Price List

AcordeTM Product Family



OPTIKA

U.S. PRICE BOOK

March 2003 Edition

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Confidentiality Notice

This document is for the sole use of Optika employees and authorized Optika Resellers. The information contained in this document is proprietary to Optika Inc. and is to be treated as confidential by the recipient.

The ideas and strategies set forth in this product pricing guide are the property of Optika Inc., and are not to be copied, disseminated or distributed to non-authorized parties without the express written permission of Optika Inc.

The programs and products described in this pricing manual are licensed products of Optika Inc.

It is the policy of Optika Inc. to improve product solutions as new technology, components, software and firmware become available. Optika Inc. therefore reserves the right to change specifications without subsequent notice.

All prices are quoted in U.S. dollars. Optika may change the price of any product or service effective upon thirty (30) days written notice.

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Terms of Sale

Shipping and Handling

Shipping and handling will be prepaid and added to all invoices. Optika will determine the carrier for all shipments unless specified otherwise on the purchase order. A minimum shipping & handling charge of \$30.00 will be included for each domestic (USA) purchase order to Optika. A minimum handling charge of \$50.00 will be included for each international (outside USA) purchase order to Optika.

Re-stocking Fee

There is a re-stocking fee charged on any unused Optika product returned to Optika within 30 days of product shipment. The fee is 10% of the current Suggested Retail Price (SRP) of the returned products. Optika will only accept returns within 30 days of original product shipment.

Wire Transfers

The Advantage Partner is responsible for all wire transfer fees.

Credit Terms

All purchase orders to Optika must clearly state the Advantage Partner's credit terms as agreed upon with Optika.

Software Escrow

Access to Optika's software escrow account is available to Advantage Partners and end users of Optika's products upon the occurrence of certain events. Each Advantage Partner and end user must register for the escrow account in order to access the source code. Initial registration and yearly renewal fees are paid directly to Data Securities International, Inc. at (415) 398-7900. The software escrow account is frequently updated with the source code for the full family of Optika products.

Customer Profile Form

An order for Optika products cannot be fulfilled without a fully completed Customer Profile Form for each customer.

Product Deliverable

Unless otherwise specified on the Advantage Partner's purchase order, all orders will be fulfilled and shipped with Optika's current generally available product. The order will be considered complete at the time of shipment.

Pricing Structure

The Acorde product solutions consist of several independent components. Each component has a specific pricing structure. For those product components that use a client and concurrent connection structure, the pricing for client licenses is based on named users and the pricing for server connections is based on concurrent users. The pricing for server connections is based on the cumulative number of server connections per system. Additional orders for server connections are priced based on the pricing level for the cumulative number of server connections. For example, if a customer has previously purchased 100 server connections and wants to purchase an additional 10 connections, the customer would purchase those connections using the 100-199 pricing level, not the 10-24 pricing level (since its cumulative total will now be 110 connections).

Product Descriptions and Specifications

This price book does not provide definitive descriptions or specifications of the Acorde product solutions. Please refer to data sheets, release notes and product documentation for complete product information.

Advantage Partners are required to attend training and obtain certification to sell all products listed in this book.

Acorde License Fees

Overview of Pricing

There are several products components in the Acorde Family. The table below identifies the standard pricing method for each product. Please see the detailed section for each product for further information.

Pricing Overview

Product	Pricing Method	Description
Acorde Resolve	Fee based on number of virtual offices that can be created plus a site fee.	Acorde Resolve allows organizations to build web collaboration hubs, which deliver near and real time tools through a secure virtual office environment for resolving transaction discrepancies and collaborating around opportunities internally and with trading partners.
Acorde Context	Fee based on number of concurrent sessions plus a client fee.	Acorde Context provides imaging and report management (ERM) functionality that enables companies to securely capture, store, retrieve and display transaction documents and information, regardless of source or type.
Acorde Process	Fee based on number of concurrent sessions plus a client fee.	Acorde Process provides workflow functionality for automating processes and delivering business transaction information, within organizations and over the web to external users.
Acorde Desktop	Fee based on number of concurrent sessions.	Acorde Desktop provides a wide array of features, which result in true advantages for businesses and departments with up to 20 users – from convenient installation and setup to robust functionality at an affordable price.
Application Link Service	Flat fee per integration.	Application Link Service provides integrations with ERP and e-business technologies that enable line-of-business applications as a single source to all critical transaction information.
Acorde Full Text /OCR	Service and Connection based fees.	The Acorde Full Text Module is an add-on module that can be added to Acorde Context or Acorde Desktop. It provides OCR functionality and Full Text Indexing of documents stored in the Acorde system. It allows for those documents to later be retrieved via a Full Text search.
Acorde Capture	Service and connection based fees.	Acorde Capture is a suite of production level and distributed internet document capture tools for the Enterprise. It can be used with Acorde Context or Acorde Desktop.
Acorde Records Manager	Services and connection based fees.	The Acorde Records Manager is an add-on module that can be added to Acorde Context or Acorde Desktop. It provides record lifecycle and retention management, providing enhanced support for inactive records as well as active records, in both electronic and hardcopy forms.
Acorde Context & Process SDK	Flat fee per SDK.	The Acorde Context and Process SDK is a comprehensive COM-based Software Development Kit for enabling applications with the features of the Acorde product family, or customizing Acorde applications.
Acorde Resolve SDK	Included in the Acorde Resolve Site Fee.	The Acorde Resolve SDK is a comprehensive COM-based Software Development Kit for enabling applications with the features of Acorde Resolve, or customizing Acorde Resolve applications.

Acorde License Fees

Acorde Context and Acorde Process Licensing

Client License – Suggested Retail Price Per License

SKU #	Client Type	Price	Description
CL-101	Windows Client	\$150.00/each	A dedicated 32-bit Windows client for users who utilize one or more of the Acorde Context or Acorde Process product solutions on a regular basis.
CL-102	Web Client	Free of charge	A Web browser-based client for the Internet that provides an HTML presentation and utilizes the COM objects or custom plug-ins.
CL-103	Custom Client	Free of charge	A client interface created with the Acorde Software Development Kit. (See Software Development Kit Licensing.) This does not include interfaces that run with or within the Acorde Windows Client.

Because Acorde is designed to benefit *every person* across the enterprise and value chain, Optika offers an alternative pricing model that allows an unlimited number of users access to the Acorde production client. This model is especially cost-effective for large companies and all other growing companies that wish to eliminate the need to purchase additional individual clients in the future. The following table describes charges for licenses of this type:

Client Site and Enterprise Licenses – Suggested Retail Price

SKU #	Type	Price	Description
CL-121	Client Site License	\$25,000	A client site is defined as all users within a corporation and/or the corporation's value chain. The site license is limited to a 50-mile radius from the locality where the server domain is installed. <i>This price does not include server connections.</i>
CL-122	Client Enterprise License	\$75,000	An enterprise is defined as all users worldwide within a corporation and/or the corporation's value chain. <i>This price does not include server connections.</i>

Acorde License Fees

Concurrent Server Connection Pricing

Server connection licensing is based on the number of concurrent sessions that will access the Optika Acorde standard services (see Software Assurance—Additional Services). One install of all standard services is included at no additional charge. The license fee for each server connection is based on the cumulative number of server connections licensed by the customer. Note that a two-product solution server connection or a three-product solution server connection counts as a *single server connection*. For example, a customer has 10 Acorde Context server connections and 15 Acorde Context/Process server connections and desires to purchase an additional 20 Acorde Context/Process server connections. This customer would be considered to have a total of 45 server connections and the pricing for the additional 20 Acorde Context/Process server connections would be based on the 25-49 server connection pricing.

Suggested License Fee Per Concurrent Connection

Server Connection Quantity	Acorde Context Core SKU # CC-101	Acorde Context ERM SKU # CC-102	Acorde Context Core/ERM SKU # CC-201	Acorde Process SKU # CC-103	Acorde Process Context Core SKU # CC-202	Acorde Process Context Core/ERM SKU # CC-301
1-9	\$4,428	\$3,542	\$5,978	\$1,898	\$5,060	\$6,378
10-24	\$3,542	\$2,834	\$4,782	\$1,518	\$4,048	\$5,103
25-49	\$2,657	\$2,125	\$3,586	\$1,139	\$3,036	\$3,878
50-99	\$1,771	\$1,417	\$2,391	\$759	\$2,024	\$2,560
100-199	\$1,506	\$1,205	\$2,033	\$646	\$1,720	\$2,176
200-399	\$1,196	\$956	\$1,614	\$513	\$1,366	\$1,729
400-599	\$975	\$779	\$1,316	\$418	\$1,113	\$1,409
600-799	\$886	\$708	\$1,196	\$380	\$1,012	\$1,283
800-999	\$798	\$638	\$1,077	\$342	\$911	\$1,154
1,000-1,249	\$752	\$602	\$1,015	\$322	\$860	\$1,090
1,250-1,499	\$708	\$567	\$956	\$304	\$810	\$1,026
1,500+	TBN	TBN	TBN	TBN	TBN	TBN

Enterprise Licensing

Under the licensing model, Optika offers enterprise pricing for unlimited access. Contact Optika for details.

Acorde License Fees

Acorde Desktop Pricing

Acorde Desktop pricing is for new customers or existing customers with new installations. It cannot be used to add concurrent connections to existing Acorde Enterprise installations. Acorde Desktop provides the same features and functionality of the standard-priced Acorde products (exceptions noted below). However, it is packaged and priced to target initial or pilot implementations of Acorde products.

Acorde Desktop SKU# (see note 8 below)	Server Connections (see notes 1,2,3 & 7 below)	Production Clients	License Fee With Acorde Capture	License Fee Without Acorde Capture
AD01-003	3	6	\$12,990	\$10,990
AD01-005	5	10	\$17,990	\$14,990
AD01-010	10	20	\$22,990	\$19,990
AD01-015	15	30	\$27,990	\$23,990
AD01-020	20	40	\$32,990	\$28,990

SKU #	Product	License Fee
AD02	Acorde Desktop ERM Upgrade (see note 4 below)	\$4,000
ADWA001	Acorde Desktop WebAccess Server (see note 5 below)	\$4,995
ADWV010	Acorde Desktop WebView 10 Pack (see note 6 below)	\$7,995
ADWV025	Acorde Desktop WebView 25 Pack (see note 6 below)	\$18,995

Notes:

- Included with the initial Acorde Desktop order are all of the following:
 - All Acorde Standard Server software (excluding WebAccess Server)
 - One scan and one index station if purchasing "With Acorde Capture"
 - SQL Server is required and is not included in the price
- Upgrading from one level to the next may be done by paying 1.2x the difference between the prices of levels. For example, a customer that currently has a 10 concurrent user system that would like to expand to a 15 concurrent user system would pay \$6,000 (1.2*(\$27,990 - \$22,990)).
- Acorde Desktop pricing may be utilized up to a total of 20 concurrent users. At the point of reaching 20 concurrent users, customer must use the Acorde Enterprise pricing. Customers that begin with Acorde Desktop must pay the Acorde Desktop WebAccess Server license fee prior to installing the web server (regardless of how many concurrent connections are licensed at Optika's Enterprise pricing).
- Enables all Acorde Desktop Concurrent Connections to utilize Acorde ERM. Connections beyond 20 must pay the ERM license fee under the standard Acorde pricing.
- Allows use of fully functioning web client. Full functioning web client utilizes a concurrent connection while logged into the system.
- Allows view-only access from a web client. The WebAccess Server must be licensed in conjunction with this. (These packs are not available to non-Acorde Desktop customers.)
- First year maintenance must accompany all orders. An additional charge of 2% of retail will apply to customers that do not allow dial-in access to the system for diagnostics and troubleshooting.
- Acorde Capture macro support is not included in the base SWA. Optika's technical support will provide support at \$150 per hour.
- The SWA for the system will be based on the equivalent Enterprise licensing fees if any of the following occurs: Acorde Process or any of the Acorde Integration tools are purchased, if the number of concurrent user licenses exceeds 20 users, or if a non-Microsoft SQL database is used. Also note that if a non-Microsoft SQL database is used that the installation will have to be done manually using GenCfg.exe on the Context/Process Application CD.
- Additional Acorde Add-ons may be purchased for Acorde Desktop. These are listed in the Add-ons section of the price book.

Acorde License Fees**Acorde WebView Pricing**

Acorde WebView™ pricing is an option to license view-only, web access concurrent connections. These connections allow casual users to view objects via the web at a significantly reduced price as compared to the fully functioning web or production concurrent connection pricing.

Suggested License Fee Per WebView Configuration

SKU #	Product	License Fee
WV-0025	Acorde WebView— 25 concurrent connections	\$23,990
WV-0050	Acorde WebView— 50 concurrent connections	\$32,200
WV-0100	Acorde WebView— 100 concurrent connections	\$54,500

License Limitations:

- To utilize Acorde WebView, customers must license a minimum of 10 Acorde Context concurrent connections.
- Above configurations cannot be altered or pro-rated.
- Acorde WebView does not support Acorde Process.

Acorde License Fees

Acorde Resolve Pricing

The license fee for Acorde Resolve is comprised of a site fee plus an additional charge based on the number of virtual offices that can be created. **The Acorde Resolve SDK is included in the license fee.**

Site Fee

The site fee for Acorde Resolve entitles the customer to create a web resolution hub. Included in the site fee is the ability to create up to 10 virtual offices. The site fee is charged for each physical site where the server software is installed. A physical site is the location of the Acorde Resolve web server. An Acorde Resolve site will have a URL linking the physical site. The site fee is not impacted by the use of the web server farms for fault tolerance and load balancing.

Suggested Retail Price Per Site

SKU #	Product	Site Fee
SF-001	Acorde Resolve Site Fee—first site (includes 10 virtual offices)	\$35,000
SF-002	Acorde Resolve Site Fee—subsequent sites (includes 10 virtual offices)	\$25,000

Named Virtual Office Fee

The license fee for each virtual office that can be created is based on the cumulative number of virtual offices licensed by the customer for each site (customers with multiple sites cannot accumulate the number of virtual offices across the multiple sites). A virtual office license is required for each virtual office created within the web resolution hub. Note that the 10 virtual offices included in the site fee are included in the calculation of cumulative virtual offices (although no additional fee is charged for the initial 10).

Cumulative Virtual Office Fee – Suggested Retail Price Per Virtual Office

SKU #	Product	Site Fee
AV-0050	11-99	\$500.00
AV-0100	100-249	\$400.00
AV-0250	250-499	\$320.00
AV-0500	500-999	\$250.00
AV-1000	1,000-4,999	\$200.00
AV-5000	5,000-9,999	\$160.00
AV-10000	10,000+	\$130.00

Acorde Add-on Licensing**Acorde Integration Tools Pricing**

Acorde Integration Tools™ pricing is add-on license integrations with windows, web or terminal emulation clients, which includes integrations with J.D. Edwards, Great Plains and Oracle. The Acorde Integration Tools pricing is based on a single license fee. The Application Link Service can be purchased to integrate with ERP or LOB applications.

Acorde Application Integration Suggested License Fee

SKU #	Product	Options	License Fee
EBP-LOB-001	Application Link Service	ERP or LOB Integration	\$15,000
EBP-ERP-001	Acorde Application Link for OneWorld	J.D. Edwards OneWorld Application Link	\$22,500
EBP-ERP-002	Acorde Application Link for WorldVision	J.D. Edwards WorldVision Application Link	\$22,500
EBP-ERP-003	Acorde Application Link for WorldSoftware	J.D. Edwards WorldSoftware Application Link	\$22,500
EBP-ERP-004	Acorde Application Link for Oracle 11i	Oracle 11i Application Link	\$22,500
EBP-ERP-005	Acorde Application Link for HLLAPI	Host Based Application Integration	\$10,000
EBP-ERP-006	Acorde Application Link for Great Plains	Microsoft Great Plains Application Link	\$12,500

**Note: Application Link Service is required for any integration with a line-of-business (LOB) or Enterprise Resource Planning (ERP) application. When necessary, individual adapters may be purchased to integrate with named LOB or ERP applications. For example, J.D. Edwards OneWorld integration would include the Application Link Service and the Acorde Application Link for OneWorld. The total cost to the customer would be \$37,500.*

Acorde Add-on Licensing**Acorde Full Text Pricing**

The Acorde Full Text License must be purchased by any organization that wishes to perform full-text searches against documents stored in the Acorde Repository. It is available for an Acorde Enterprise or Acorde Desktop system. Acorde Full Text also includes the capability to OCR Acorde TIF images so they can be indexed into the full text database.

Acorde Full Text Licensing - Suggested Retail Price

SKU #	Product	Price
AFT - MOD - 025	Acorde Full Text Module with up to 25k PPM OCR (see note 6 and 7 below)	\$4,500
AFT - MOD - 500	Acorde Full Text Module with up to 500k PPM OCR (see note 6 and 7 below)	\$9,500
AFT - OCR - 025	Additional 25k PPM OCR Service (see note 8 below)	\$2,500
AFT - OCR - 500	Additional 500k PPM OCR Service (see note 8 below)	\$7,500
AFT - OVF - 300	Overflow 300k PPC (see note 9 below)	\$1,500
AFT - OVF - 000	Overflow 1m PPC (see note 9 below)	\$2,500
AFT - CLIENT	Full Text Concurrent License (see note 6 and 10 below)	\$100
AFT - DONGLE	Hardware Dongle	\$50 partner cost
AFT - NFR - 010	Partner NFR 10k PPM Hardware License – Limit one per Partner (see notes 4 and 11 below)	\$26 partner cost
AFT - NFR - 001	Partner NFR 1k PPM Hardware License – Limit one per Partner (see notes 4 and 11 below)	Free
AFT - DEMO - 001	Customer Demo 1k PPC with 30 day expiration software license – Based on availability	Free

Notes:

1. PPM = Pages Per Month and is calculated based on a rolling 30 day count. Example: If you had a 25k license and used 1k per day for 25 days your license you would run out on the 25th day. On the 31st day the first day's licenses would be released and you would have 1k available. On the 32nd day another 1k would be released and available.
2. PPC = Pure Page Count and includes a limited number of pages without an expiration.
3. OCR = Optical Character Recognition. OCR is related only to machine printed texts. Hand written text capabilities (ICR) are not included at this time.
4. Hardware Dongle License = Includes software driver install. Can be moved from one Acorde OCR Service to another. Costs an additional \$50.
5. Software License = Includes a software install. Requires an Internet connection to activate. Cannot be moved from one system to another.
6. A SQL Server license is required for every Full Text Indexing and Full Text Concurrent License workstations. Optika. The SQL Server license fees are not included with the pricing listed above.
7. This enables Full Text indexing and searching on an Acorde 3.0 or higher system and includes 1 OCR License. This module will allow you to run one or many Acorde Full Text Services. The 1 OCR license will also allow you to configure one Acorde OCR Service and OCR up to either 25,000 PPM or 500,000 PPM dependant upon which level you purchased. You must have a separate OCR license for every Acorde OCR Service you wish to operate.
8. Dependant upon the overall load on your Acorde System, OCR document volume, and OCR document type you may need to add an additional Acorde OCR Server. This license allows you to enable an additional OCR Service on your Acorde system and OCR up to either 25,000 PPM or 500,000 PPM on that service dependant upon which level you purchased. You may have up to 36 Acorde OCR Services running on an Acorde system. You cannot buy this license type separately. You must have already purchased AFT-MOD-025 or AFT-MOD-500. You cannot run multiple licenses on the same server at the same time.
9. This license is intended to be used as an overflow license in case your PPM license runs out during any 30-day period. This license can also be used for backfilling purposes. This license is only available in a hardware dongle license. It can either be used on an existing Acorde OCR Service by removing the PPM dongle and replacing it with the PPC dongle. If your Acorde OCR Service were using the Software License you would need to install the overflow dongle on a separate Acorde OCR Server. You cannot buy this license type separately. You must have already purchased AFT-MOD-025 or AFT-MOD-500. You cannot run multiple licenses on the same server at the same time.
10. One is required for each Acorde Concurrent License you want to Full Text enable. Requires an Acorde Concurrent Connection as set forth on page 6.
11. Additional licenses can be purchased at retail pricing – partner discount. NFR shall be defined as “not for resale” and shall not be used for commercial use.

Acorde Add-on Licensing**Acorde Capture Pricing**

Note that the following products (Acorde Scan, Acorde Index and Acorde Capture Servers) are not eligible for standard reseller discounts. The cost to the reseller is indicated in the column "Reseller Cost."

Suggested Licensing -- Acorde Scan Station

SKU#	Acorde Scan Station	License Fee	
		SRP	Reseller Cost
ACST001	Level I (1 – 65 ipm)	\$1,945	\$1,264
ACST051	Level II (66 – 125 ipm)	\$2,995	\$1,946
ACST111	Level III (126 – 225 ipm)	\$4,695	\$3,050
ACST201	Level IV (226+ ipm)	\$5,995	\$3,896

Note: ipm = Images Per Minute. The level required for scan stations is based upon the scanner manufacturer's speed rating of the scanner when scanning letter size paper at 200 dpi.

Suggested Licensing -- Acorde Index Station

SKU#	Acorde Index Station	License Fee	
		SRP	Reseller Cost
ACIS001	1 User	\$2,495	\$1,622
ACIS002	2 – 4 Users	\$2,245	\$1,459
ACIS005	5 – 10 Users	\$2,095	\$1,362
ACIS011	11 – 25 Users	\$1,995	\$1,297
ACIS026	26 – 50 Users	\$1,850	\$1,203
ACIS051	51 + Users	\$1,745	\$1,134
AOCR001	Index OCR Option	\$795	\$517
ACWS006	1 User (For use on Acorde Scan Workstation Only)	\$1,195	\$777

Suggested Licensing -- Acorde Check Scan

SKU #	Product	License Fee	
		SRP	Reseller Cost
ACS001	1 - 4 Users	\$2,495 ea	\$1,621
ACS005	5 – 10 Users	\$2,295 ea	\$1,491
ACS011	11 – 25 Users	\$2,095 ea	\$1,361
ACS026	26 – 50 Users	\$1,895 ea	\$1,231
ACS051	51 – 100 Users	\$1,695 ea	\$1,101
ACS100	100 + Users	\$1,495 ea	\$971

**Note: For Model TS300/350/400 and Buic 1000/1500 check scanners for Digital Check Corporation.*

Suggested Licensing -- Acorde Check Scan for TS200

SKU #	Product	License Fee	
		SRP	Reseller Cost
ATS001	1 - 10 Users	\$695 ea	\$451
ATS011	11 – 25 Users	\$625 ea	\$406
ATS026	26 – 50 Users	\$550 ea	\$357
ATS051	51 – 100 Users	\$495 ea	\$321
ATS101	101 – 250 Users	\$445 ea	\$289
ATS251	251- 500 Users	\$395 ea	\$256
ATS501	501 – 999 Users	\$345 ea	\$224

Note: For TS200 check scanners from Digital Check Corporation Only.

Suggested Licensing -- Acorde Capture Server Options

Acorde Capture Server SKU #	Product	License Fee	
		SRP	Reseller Cost
ACAF001	Acorde AutoFile Server	\$5,995	\$3,897
ACCS001	Acorde Commit Server	\$2,995	\$1,947
ACIM001	Acorde Import Server	\$2,995	\$1,947
ACNS001	Acorde Net Server	\$7,995	\$5,195
ACNS002	Add Acorde Net Server	\$3,995	\$2,595

Note: These Acorde Capture Server Options are priced based on per workstation pricing.

Suggested Licensing -- Acorde Net Capture Client (Concurrent Connections License - CCL)

SKU#	Acorde Net Capture Client	License Fee	
		SRP	Reseller Cost
ACCL001	1 Connection (10 supported users *)	\$1,995 each	\$1,295
ACCL002	2-4 Connections (20-40 supported users *)	\$1,795 each	\$1,165
ACCL005	5-10 Connections (40-100 supported users *)	\$1,695 each	\$1,100
ACCL011	11-20 Connections (100-250 supported users*)	\$1,595 each	\$1,035

* Supported users are calculated based on a 1:10 usage ratio (1 concurrent connection supports 10 users). The actual supported users may vary depending on the customer's use of Acorde Net Capture.

Suggested Licensing – Acorde Net Capture Client (Client Access License – CAL)

SKU#	Acorde Net Capture Client	License Fee	
		SRP	Reseller Cost
ACAL001	1–4 Acorde Net Capture Client Workstations	\$650 each	\$422
ACAL005	5–10 Acorde Net Capture Client Workstations	\$585 each	\$380
ACAL011	11–25 Acorde Net Capture Client Workstations	\$550 each	\$357
ACAL026	26–50 Acorde Net Capture Client Workstations	\$520 each	\$338
ACAL051	51–100 Acorde Net Capture Client Workstations	\$485 each	\$315
ACAL100	100+ Acorde Net Capture Client Workstations	\$455 each	\$295

Acorde Net Capture Licensing Example:

Acorde Net Capture Client can be licensed on a per concurrent connection or per workstation basis. If required, a customer may choose to purchase both types of licenses. For example, a large company may want 5 specific users to always have the ability to use the Acorde Net Capture Client. The same company also has 15 more occasional users. In this example, the company could purchase 5 Acorde Net Capture Client CAL licenses and 2 Acorde Net Capture Client CCL licenses (assuming a 1:10 software usage ratio). The following is a cost summary:

Acorde Net Capture Licensing Example Summary

SKU #	Acorde Net Capture Client	SRP	Qty	Total
ACNS001	Acorde Net Server	\$7,995	1	\$7,995
ACCL002	2-4 Connections (20-40 supported users)	\$1,795	2	\$3,590
ACAL005	5–10 Acorde Net Capture Client Workstations	\$585	5	\$2,925

Acorde Add-on Licensing**Acorde Records Manager Pricing**

Note that the following product (Acorde Records Manager) is not eligible for standard reseller discounts. The cost to the reseller is indicated in the column "Reseller Cost."

SKU #	Product	License Fees	
		SRP	Reseller Cost
ARMBASE	Acorde Records Manager Server ¹	\$21,000	\$15,750

SKU #	Server Connection Quantity	License Fees	
		SRP	Reseller Cost
ARM0001	1-24	\$1,442	\$1,082
ARM0025	25-49	\$1,082	\$812
ARM0050	50-99	\$721	\$541
ARM0100	100-199	\$613	\$460
ARM0200	200-399	\$487	\$366
ARM0400	400-599	\$397	\$298
ARM0600	600-799	\$361	\$271
ARM0800	800-999	\$324	\$243
ARM1000	1000-1249	\$305	\$229
ARM1250	1250-1499	\$288	\$216

¹ The Acorde Records Manager server must be included in every Acorde Records Manager solution.

Acorde Add-on Licensing**Software Development Kit Licensing**

The Acorde Software Development Kit (SDK) license must be purchased by any organization that wishes to carry out software development with the Acorde Context and Process SDK. The Acorde Context and Process SDK includes the Acorde Context Toolkit and Acorde Process Toolkit as defined in the Acorde Software Development Kit White Paper. There is no additional charge for run-time versions of custom applications written with the Acorde Context and Process SDK. Standard Acorde Context and Process client and server connection licenses still apply.

An example of a situation in which the Acorde Context and Process SDK license would be required is if a customer wants to image-enable its organization's existing web-based line of business application. The customer would purchase the Acorde Context and Process SDK license and the customer's developer(s) would then create the integration with the Acorde Context and Process SDK. The customer can use the integration throughout its entire organization as well as sell the integration outside of its organization without having to purchase any additional Acorde Context and Process SDK licenses.

Advantage Partners wishing to use the Acorde Context and Process SDK to create custom applications for individual customers or for re-sale must also purchase the Acorde Context and Process SDK license. A customer that chooses to purchase an integration developed from outside its organization is not required to purchase the applicable Acorde Context and Process SDK license to run the integration.

Software Development Kit Licensing - Suggested Retail Price

SKU #	Product	Price
ASDK	Acorde Context & Process SDK*	\$10,000

**Note: There is no charge for the Acorde Context & Process SDK if the customer purchased Optika software prior to July 1, 1999.*

Acorde Add-on Licensing**FilePower to Acorde Conversion**

Conversion paths to Acorde are available for existing *FilePower* and *PowerFlow* customers. For details, consult the Upgrading from *FilePower* to Optika Acorde White Paper that is included on Optika's Partner Web site.

The pricing for converting from *FilePower* or *PowerFlow* to Acorde is 10% of the total SRP of the equivalent Acorde client licenses/concurrent server connections. For example, if you currently have 100 Level III *FilePower* client licenses and 100 concurrent server connections, the cost of upgrading to Acorde is 10% of the suggested retail price of purchasing 100 Acorde Context client licenses plus 100 Acorde Process/Context (Core/ERM) concurrent server connections.

Note: To qualify for the 10% conversion pricing, the customer must be current on Software Assurance.

SKU #	Product
EMCONVERT	<i>FilePower</i> to Acorde Conversion Utilities CD

FilePower to Acorde Conversion – Conditions

**Note: The Optika charge to the Advantage Partner is 7% of the total SRP equivalent Acorde client licenses/concurrent server connection. Standard Advantage Partner discounts do not apply.*

Acorde Software Assurance Pricing**Software Assurance and Licensing**

Software Assurance coverage provides telephone support and all software updates and upgrades within the Acorde product family. Software Assurance is NOT an extension of the warranty period; rather it runs concurrently with the warranty period.

Optika provides three different levels of customer support as follows:

- ❑ **Basic Software Assurance** – All support services under this plan are provided to the Advantage Partner by Optika for the customer current on this plan. These support services include:
 1. Unlimited support calls regarding Optika product solutions, from the Advantage Partner to Optika, between the hours of 7:00 AM and 6:00 PM MST, Monday to Friday, excluding Optika holidays.
 2. A subscription to Optika's Eye on Support Technical Bulletin.
 3. Access to Optika's Technical Support Web Site which includes:
 - Technical Support Knowledge Base
 - File Central – patches, drivers, etc.
 - Incident Logging and Status Review
 - News Items and Product Information
 4. All updates and upgrades for the licensed software. (Note: Customers currently on FilePower are not eligible for the free upgrades.)
- ❑ **Standard Software Assurance**– This plan includes all of the services provided in *Basic Software Assurance* listed above with the addition of extended hours of support for critical issues, providing coverage 24 hours/day, 7 days/week, 365 days/year. As with *Basic Software Assurance*, these services are provided only to the Advantage Partner.
- ❑ **Customer Choice Software Assurance** – This plan gives the customer a choice to call, email, or submit via the Web, any Optika software support incident. The customer is required to have two designated contacts and complete the Optika technical certification courses for the product solutions covered under this plan. The following services will be provided to both the customer and the Advantage Partner in support of the Optika software covered under this plan:
 1. All of the services included in *Basic Software Assurance* listed above.
 2. Extended hour coverage for critical issues, providing support 24 hours/day, 7 days/week, 365 days/year.
 3. Response Time – Optika will respond to any critical Optika software issue within 4 hours. A critical issue is defined as the Optika system being down and non-operational.
 4. Developer Support – Support for application development efforts using Optika integration tools. This support is limited to the use of Optika development tools and APIs.

Note: There is a \$10,000 minimum maintenance purchase requirement for Customer Choice and Direct SWA. Customer must maintain at least one employee who is technically certified on the product he/she has installed.
- ❑ **Optika SupportView** – This option provides both Basic and Standard Software Assurance customers the ability to have access to the Optika Support Web Site with read-only access. Customers can access the Optika Knowledge Base, review their open and recently closed support incidents, and read Optika News and product information.

Acorde Software Assurance Pricing

Software Assurance Pricing

Software Assurance (SWA) pricing is based on the type of coverage desired (Basic, Standard, Customer Choice or Mission Critical), the timing of the order and payment of initial coverage (with initial order, or after order), and the timing of renewal payment for existing coverage (prior to coverage expiration or after coverage expiration).

The cost per year to the Advantage Partner for Basic and Standard Software Assurance is listed in the table below. SWA is based on a percentage of the suggested retail price (SRP) of all software. The percentage covers all of the seat licenses, server connections and one of each Optika standard service installed. Additional Optika services require an additional per unit SWA charge. All SWA prices are stated in cost to the Advantage Partner and are not subject to any type of discount structure. Optika bills the cost of Customer Choice/Direct SWA directly to the customer. A portion of the Customer Choice SWA will be paid to the Advantage Partner quarterly as has been previously published in the *Customer Choice Support Plan Description*, which may be obtained from Optika Sales Support.

SWA can be calculated by multiplying the total SRP of all server connections and seat licenses by the percentage in the table below. This covers all seats and server connections as well as one copy of each Optika standard service. For each additional Optika service, use the second table to determine the individual unit cost for SWA.

Software Assurance - Server Connections and Client Licenses (by Order Timing)

SKU # *	Product	Order Timing **	
		I	II
BA-XXX	Basic Software Assurance	10%	17%
SA-XXX	Standard Software Assurance	12%	19%
CC-XXX	Customer Choice Software Assurance	22%	27%
BA-WEB	Optika SupportView	\$1,000 per year	\$1,000 per year

* Note: The XXX in the Software Assurance SKU number represents the numeric portion of the corresponding Product SKU#. For example, the SKU number for Basic Software Assurance on a Production Client License is BA-101, where the "BA" stands for the SWA type and the 101 is the numeric portion of the Product SKU number CL-101.

**Order Timing I With initial order or prior to existing coverage expiration.

**Order Timing II After initial order or after existing coverage expiration.

Acorde Software Assurance Pricing**Software Assurance—Context and Process Software Development Kit***Software Development Kit Licensing – Software Assurance SKUs*

SWA SKU #	Type of SWA
BASDK	Basic Acorde Context and Process SDK SWA
SASDK	Standard Acorde Context and Process SDK SWA
CASDK	Customer Choice Acorde Context and Process SDK SWA

Acorde Software Assurance Pricing**Software Assurance—Additional Services**

If installing more than one of each standard service, additional SWA costs apply. Customers that have NOT purchased Software Assurance must pay service costs for each additional service beyond those that are included (i.e. one of each standard service).

Annual Software Assurance/Standard Retail Price* per Additional Service

SKU #	Product	Basic SWA	Standard SWA	Customer Choice SWA	Suggested Retail Price (SRP) *(ONLY for those without SWA)
SV-403	Alert Service	\$250	\$425	\$850	\$5,000
SV-423	Audit Service	\$250	\$425	\$850	\$5,000
SV-426	Chat Service	\$250	\$425	\$850	\$5,000
SV-424	COLD Index Manager	\$225	\$325	\$650	\$4,500
SV-405	DSMS	\$500	\$750	\$1,500	\$10,000
SV-425	E-mail Service	\$225	\$325	\$650	\$4,500
SV-417	Export Service	\$225	\$325	\$650	\$4,500
SV-410	Fax Service	\$200	\$300	\$600	\$4,000
SV-411	Filer	\$350	\$525	\$1,050	\$7,000
SV-402	Information Broker	\$500	\$750	\$1,500	\$10,000
SV-404	Name Service	\$250	\$425	\$850	\$5,000
SV-409	Print Service	\$150	\$225	\$450	\$3,000
SV-406	Package Broker	\$300	\$400	\$800	\$6,000
SV-415	Process Injector	\$350	\$525	\$1,050	\$7,000
SV-430	Process Transact	\$350	\$525	\$1,050	\$7,000
SV-401	Request Broker	\$500	\$750	\$1,500	\$10,000
SV-427	Resolve Service	\$750	\$1,125	\$2,250	\$15,000
SV-429	Search Manager Server	\$250	\$425	\$850	\$5,000
SV-407	Security Server	\$250	\$425	\$850	\$5,000
SV-408	Storage Service	\$750	\$1,125	\$2,250	\$15,000
SV-414	System Manager	\$350	\$525	\$1,050	\$7,000
SV-428	Transact	\$350	\$525	\$1,050	\$7,000
SV-416	User Connection Manager	\$225	\$325	\$650	\$4,500
SV-418	Web Service	\$225	\$325	\$650	\$4,500

* Note: Software Assurance (SWA) for Acorde Add-on modules is based on the standard Acorde SWA percentage calculations and is calculated based on the current Acorde Suggested Retail Price (SRP) of the specific add-on module.

Optika Services

Optika Engineering Services

Professional services of many types are offered by the Optika Engineering Services organization. They are designed to supplement the services offered to the end-user from Advantage Partners and to add value to you and your customer. Please call first to help us assess your needs and to schedule resources.

These services are provided on an as available basis. These services are available from Optika for \$1,500 per day plus expenses. The individual or company making a travel request is expected to cover all expenses (i.e., airfare, ground transportation, hotel accommodations, meals, etc.) plus the \$1,500 per day fee. These expenses will be billed directly to the requester, due upon receipt. For more information on Optika engineering services, please visit www.optika.com/services/Engineering/index.cfm.

Optika Solution Services

The following tables outline the standard rates and Advantage Partner discounts that apply to Technical Service Packs and Business Service Packs offered by Optika's Solution Services group.

Standard Rate Schedule

Resource Type	Standard Hourly Rate
Vice President	\$250.00
Director	\$225.00
Senior Program Manager	\$225.00
Program Manager	\$200.00
Chief Architect	\$225.00
Senior Architect	\$187.50
Architect	\$125.00

Discount Schedule

Hours Purchased	Advantage Partner Discount
0 to 40	0%
41 to 240	5%
241 to 640	10%
641 to 960	15%
961 +	20%

All discounts apply to hours purchased within a 6-month period. Purchased Service Packs must be used within 6 months of the target start date specified on the Solution Services agreement. Hours not used within that period will be forfeited and billed. Additionally, specific monthly resource plans will be made 30 days in advance. If written notice is not provided on changes to those plans at least 2 weeks in advance of the scheduled work date, the customer will forfeit those hours or must reimburse Optika for the hours.

One month notice between order date and target start date is required for all services. Without advance notice, resources will be provided on an "as available" basis.

Optika Services

The rates quoted do not include travel & expenses. The customer is expected to pay for reasonable travel & expenses associated with the engagement. Travel and Expenses (i.e., airfare, ground transportation, hotel accommodations, meals, etc.) will be billed bi-monthly as incurred for the engagement - due upon receipt. On-site work must be in at least in two-day increments per week.

Contact Solution Services directly to create a services agreement that defines the hours and resources required for the effort. For Technical and Business Service Packs, contact Derrick Crow, dcrow@optika.com or visit www.optika.com/Service/SolutionServices/index.cfm.

Optika Training Programs

For a complete listing of current courses, pricing and availability please refer to the education services section on Optika's public Web Site – www.optika.com/services/training/index.cfm.

Stellent

Price List

6.5 Product Price List

June 10, 2003

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2	Core products
3	Server products
4	Client products
5	Scanning Applications
6	Documentation Products
7	Upgrades
8	Training
9	Customer & Partner Support
10	Consulting Services

ASP Pricing Models:

ASP Pricing opportunities should incorporate the Channels group for quote design and negotiation. Communicate with the regional Channel Manager when these opportunities arise.

DO NOT use the prices listed on this Price List as flat pricing for a customer who will offer the Stellent technology in an ASP model.

Part Number Legend:

CS15-V-P

6.5 Product Price List

June 10, 2003

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6.5 Product Price List

June 10, 2003

-Section 2-

Core Products

Stellent Content Server 15

Stellent Content Server is a fully functional Content Management System providing end-to-end content management and personalized delivery of that content. The back end provides a rich set of library services such as check-in/check-out, revision control, security, subscription services, graphical workflow, metadata and full-text searching, archiving, thumb-nailing, and content replication. The front end provides both native format contribution and HTML based Contribution Templates, contribution through WebDAV, personalized navigation, and a personalized search or content bookmark capability. The license provides for 15 contributors and unlimited number of consumers. "Contributors" shall mean a designated number of named persons who have the ability to submit and edit managed content (native or form based).

Part

List

Maintenance (PCS)

Requirements

CS15-V-P	\$50,000	\$10,000
CS15-V-A	\$25,000	\$5,000
CS15-V-D	\$5,000	\$1,000

*Using the **Verity** Search Engine

CS15-A-P	\$65,000	\$13,000
CS15-A-A	\$32,500	\$6,500
CS15-A-D	\$20,000	\$4,000

* Using the **Alta Vista** Search Engine

AltaVista only supported with Content Server
on **Windows** or **Solaris**

Compatible with:

- ☒ WindowsNT #
- ☒ Windows2000 #
- ☒ HP-UX
- ☒ Solaris #
- ☒ Linux
- ☒ AIX

Stellent Content Server 50

Stellent Content Server is a fully functional Content Management System providing end-to-end content management and personalized delivery of that content. The back end provides a rich set of library services such as check-in/check-out, revision control, security, subscription services, graphical workflow, metadata and full-text searching, archiving, thumb-nailing and content replication. The front end provides both native format contribution and HTML based Contribution Templates, contribution through WebDAV, personalized navigation, and a personalized search or content bookmark capability. The license provides for 50 contributors and unlimited number of consumers. "Contributors" shall mean a designated number of named persons who have the ability to submit and edit managed content (native or form based).

CS50-V-P	\$100,000	\$20,000
CS50-V-A	\$50,000	\$10,000
CS50-V-D	\$5,000	\$1,000

*Using the **Verity** Search Engine

CS50-A-P	\$115,000	\$23,000
CS50-A-A	\$57,500	\$11,500
CS50-A-D	\$20,000	\$4,000

* Using the **Alta Vista** Search Engine

AltaVista only supported with Content Server
on **Windows** or **Solaris**

Compatible with:

- ☒ WindowsNT #
- ☒ Windows2000 #
- ☒ HP-UX
- ☒ Solaris #
- ☒ Linux
- ☒ AIX

Stellent Content Server 150

Stellent Content Server is a fully functional Content Management System providing end-to-end content management and personalized delivery of that content. The back end provides a rich set of library services such as check-in/check-out, revision control, security, subscription services, graphical workflow, metadata and full-text searching, archiving, thumb-nailing, and content replication. The front end provides both native format contribution and HTML based Contribution Templates, contribution through WebDAV, personalized navigation, and a personalized search or content bookmark capability. The license provides for 150 contributors and unlimited number of consumers. "Contributors" shall mean a designated number of named persons who have the ability to submit and edit managed content (native or form based).

CS150-V-P	\$175,000	\$35,000
CS150-V-A	\$87,500	\$17,500
CS150-V-D	\$5,000	\$1,000

*Using the **Verity** Search Engine

CS150-A-P	\$190,000	\$38,000
CS150-A-A	\$95,000	\$19,000
CS150-A-D	\$20,000	\$4,000

* Using the **Alta Vista** Search Engine

AltaVista only supported with Content Server
on **Windows** or **Solaris**

Compatible with:

- ☒ WindowsNT #
- ☒ Windows2000 #
- ☒ HP-UX
- ☒ Solaris #
- ☒ Linux
- ☒ AIX

6.5 Product Price List

June 10, 2003

-Section 2-

Core Products	Part #	List	Maintenance (PCS)	Requirements
Stellent Content Server Unlimited Stellent Content Server is a fully functional Content Management System providing end-to-end content management and personalized delivery of that content. The back end provides a rich set of library services such as check-in/check-out, revision control, security, subscription services, graphical workflow, metadata and full-text searching, archiving, thumb-nailing, and content replication. The front end provides both native format contribution and HTML based Contribution Templates, contribution through WebDAV, personalized navigation, and a personalized search or content bookmark capability. The license provides for Unlimited contributors and unlimited number of consumers. "Contributors" shall mean a designated number of named persons who have the ability to submit and edit managed content (native or form based).	CSUL-V-P	\$500,000	\$100,000	Compatible with: <input checked="" type="checkbox"/> WindowsNT # <input checked="" type="checkbox"/> Windows2000 # <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris # <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/> AIX
	CSUL-V-A	\$250,000	\$50,000	
	CSUL-V-D	\$5,000	\$1,000	
	*Using the Verity Search Engine			
	CSUL-A-P	\$515,000	\$103,000	
	CSUL-A-A	\$257,500	\$51,500	
	CSUL-A-D	\$20,000	4,000	
	* Using the Alta Vista Search Engine			
	# AltaVista only supported with Content Server on Windows or Solaris			
Stellent Collaboration Server 15 Stellent Collaboration Server extends content management to the workgroup level. Used in conjunction with Stellent Content Server, the Collaboration Server provides Access Control List (ACL) security for ad-hoc group manipulation. The use of ACL's allows project team leaders to dynamically create and maintain security groups without IT assistance. The front end provides both native format contribution and HTML based Contribution Templates, contribution through WebDAV, personalized navigation, and a personalized search or content bookmark capability. The license provides for 15 contributors and unlimited number of consumers. "Contributors" shall mean a designated number of named persons who have the ability to submit and edit managed content (native or form based).	SCLS15-V-P	\$50,000	\$10,000	SOW ** Services Required Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/> AIX
	SCLS15-V-A	\$25,000	\$5,000	
	SCLS15-V-D	\$10,000	\$2,000	
	*Using the Verity Search Engine			
Stellent Collaboration Server 50 Stellent Collaboration Server extends content management to the workgroup level. Used in conjunction with Stellent Content Server, the Collaboration Server provides Access Control List (ACL) security for ad-hoc group manipulation. The use of ACL's allows project team leaders to dynamically create and maintain security groups without IT assistance. The front end provides both native format contribution and HTML based Contribution Templates, contribution through WebDAV, personalized navigation, and a personalized search or content bookmark capability. The license provides for 50 contributors and unlimited number of consumers. "Contributors" shall mean a designated number of named persons who have the ability to submit and edit managed content (native or form based).	SCLS50-V-P	\$100,000	\$20,000	SOW ** Services Required Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/> AIX
	SCLS50-V-A	\$50,000	\$10,000	
	SCLS50-V-D	\$20,000	\$4,000	
	*Using the Verity Search Engine			
Stellent Collaboration Server 150 Stellent Collaboration Server extends content management to the workgroup level. Used in conjunction with Stellent Content Server, the Collaboration Server provides	SCLS150-V-P	\$175,000	\$35,000	SOW ** Services Required
	SCLS150-V-A	\$87,500	\$17,500	
	SCLS150-V-D	\$35,000	\$7,000	

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Core Products

Access Control List (ACL) security for ad-hoc group manipulation. The use of ACL's allows project team leaders to dynamically create and maintain security groups without IT assistance. The front end provides both native format contribution and HTML based Contribution Templates, contribution through WebDAV, personalized navigation, and a personalized search or content bookmark capability. The license provides for 150 contributors and unlimited number of consumers. "Contributors" shall mean a designated number of named persons who have the ability to submit and edit managed content (native or form based).

Part #	List	Maintenance (PCS)	Requirements
*Using the Verity Search Engine			Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/> AIX

Stellent Collaboration Server Unlimited

Stellent Collaboration Server extends content management to the workgroup level. Used in conjunction with Stellent Content Server, the Collaboration Server provides Access Control List (ACL) security for ad-hoc group manipulation. The use of ACL's allows project team leaders to dynamically create and maintain security groups without IT assistance. The front end provides both native format contribution and HTML based Contribution Templates, contribution through WebDAV, personalized navigation, and a personalized search or content bookmark capability. The license provides for Unlimited contributors and unlimited number of consumers. "Contributors" shall mean a designated number of named persons who have the ability to submit and edit managed content (native or form based).

SCLSUL-V-P	\$500,000	\$100,000	SOW ** Services Required Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/> AIX
SCLSUL-V-A	\$250,000	\$50,000	
SCLSUL-V-D	\$100,000	\$20,000	
*Using the Verity Search Engine			

Stellent Server Contributor 1

Allows customers to purchase additional contributor licenses. "Contributors" shall mean a designated number of persons who have the ability to submit and edit managed content (native or form based).

SSC1-P	\$3,500	\$700	Content Server
SSC1-A	\$1,750	\$350	Collaboration Server
SSC1-D	\$700	\$140	

Each license allows for one named contributor to be added to the Stellent Content Server or Stellent Collaboration Server.

Stellent Extrasite Server

Stellent Extrasite Server enables the dynamic assembly of critical business content

SES-A-P	\$30,000 / CPU	\$6,000 / CPU	SOW ** Services Required
SES-A-A	\$15,000 / CPU	\$3,000 / CPU	

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Core Products

in high volume, consumption oriented web deployments. Built on the Java 2 Enterprise Edition (J2EE) architecture, Extrasite Server leverages industry proven application server technologies for ensuring scalable, high performance, fail-over, and load balanced operating efficiency. Critical business content can be dynamically assembled and delivered through the widely used and accepted Java Server Pages (JSP) presentation format or Portal technologies. Security and Personalization is offered through the use of Stellent's built-in security infrastructure or integrated with enterprise security models.

Part #	List	Maintenance (PCS)	Requirements
* Development license included			** CONTACT ** ** PRODUCT ** ** MANAGEMENT **
			Compatible with: <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> BEA WebLogic <input checked="" type="checkbox"/> JBoss App Server

Stellent Connection Server

Stellent Connection Server allows for the aggregation and distribution of information to and from multiple destinations. There are three primary technology applications in which the Connection Server is intended. The first is to publish or move files to a web server or server farm to keep a production and staging environment synchronized. The second is to automatically push or pull information from the Stellent Content Server to different systems or users using a subscription type model. The third application allows for the aggregation of information in legacy systems, homegrown solutions, or in other repositories in general to be replicated to the Stellent Content Server.

Note: The following adaptor frameworks are included with, but are not shipped with this product, and are implemented with service engagements only.

1. OpenMarket 3.5 and 3.6
2. Vignette 5.1
3. Oracle 8.1.5, 6, 7
4. SQL Server 2000
5. Sybase 11.9.2

CNS-P	\$30,000 / CPU	\$6,000 / CPU	Content Server
CNS-A	\$15,000 / CPU	\$3,000 / CPU	** Services Required
<ul style="list-style-type: none"> • One Development Licence included • TWO (2) CPUs Required 			Server Compatible with: <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/> BEA WebLogic (optional)
			Client Compatible with: <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> Windows XP <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux

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Core Products	Part #	List	Maintenance (PCS)	Requirements
Stellent Web Content Manager Web Content Manager consists of Stellent Site Studio, Stellent Content Publisher, and Stellent Connection Server. This solution enables organizations to deploy and manage business-critical Web sites as well as to deploy content to enterprise portals and other applications. Organizations can create multiple Web sites based on a structured, metadata-driven, content management application to control content security and drive navigation. Web Content Manager empowers business users to contribute and edit content directly to the Web in order to maintain accurate, timely, and current Web site content. <ul style="list-style-type: none">Stellent Site Studio automates and enforces key Web site creation and contribution methodologies. Additionally, Site Studio enables business users to contribute content in a user-friendly WYSIWYG (what you see is what you get) XML form-based environment with regional-level security and in-context preview, workflow, and approval.Stellent Content Publisher provides advanced template-based technology to automatically convert and publish over 225 business-content formats (MS Office, Lotus Suite, etc.) to fully linked Web sites/pages in HTML, XML, and wireless formats.Stellent Connection Server is used for Web site deployment to distribute Site Studio Web sites from the Stellent Content Server to another Content Server or a Web server. Connection Server can also be used to synchronize multiple Web servers that keep Web farms or load-balanced Web servers up-to-date..	WCM15-P WCM15-A WCM15-D WCM50-P WCM50-A WCM50-D WCM150-P WCM150-A WCM150-D WCMUL-P WCMUL-A WCMUL-D	\$25,000 \$12,500 \$2,500 \$50,000 \$25,000 \$2,500 \$87,500 \$44,000 \$2,500 \$250,000 \$125,000 \$2,500	\$5,000 \$2,500 \$500 \$10,000 \$5,000 \$500 \$17,500 \$8,800 \$500 \$50,000 \$25,000 \$500	Content Server

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Core Products	Part #	List	Maintenance (PCS)	Requirements
Stellent Web Content Manager Client Web Content Manager consists of Stellent Site Studio, Stellent Content Publisher, and Stellent Connection Server. Stellent WCM enables organizations to deploy and manage business-critical Web sites. With Stellent Web Content Manager, organizations can create multiple Web sites based on a structured, metadata-driven, content management application to control content security and drive navigation. Stellent Web Content Manager Client is a single license authorizing the use of an additional Stellent Site Studio client application (Designer) and the Stellent Content Publisher client application (Site Builder) for Web site design (Stellent Web Content Manager Client is not required for content contributors)..	WCM-C	\$5,000	\$1,000	Manager
Stellent Site Builder Stellent Site Builder is client software utilized by a Webmaster to design, publish, and maintain websites. In addition, this tool defines the site hierarchy, the mapping between the web site and source content, published format (HTML, XML, ASP, JSP, etc...) and the look and feel of the web site. Sold as add-on licenses to a Stellent Content Publisher.	SB	\$5,000	\$1,000	Content Publisher Compatible with: <input checked="" type="checkbox"/> Windows95 <input checked="" type="checkbox"/> Windows98 <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> WindowsXP

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Server Products

	Part #	List	Maintenance (PCS)	Requirements
Stellent PDF Converter Stellent PDF Converter enables the automatic publishing of native business content to web viewable PDF. Upon check-in of new business content, a PDF rendition of the native format is generated. This PDF rendition allows web viewing of that business content without the need for the native application.	PDFC-P	\$30,000	\$6,000	Content Server
	PDFC-A	\$15,000	\$3,000	Collaboration server
	PDFC-D	\$6,000	\$1,200	
				Compatible with: <input checked="" type="checkbox"/> Windows2000
Stellent PDF Converter - Adobe Edition Stellent PDF Converter – Adobe Edition, leverages Adobe Distiller Server and Adobe PDF Libraries to perform automatic publishing of native business content to web viewable PDF. Upon check-in of new business content, a PDF rendition of the native format is generated. This PDF rendition allows web viewing of that business content, without the need for the native application. PDF forms processing, as well as optimization of non-optimized PDF files, is also included. Licensing is limited to 100 contributors or Unlimited contributors. A 100 license would be used servicing a Content Server 15 or 50, or contributors up to 100. While the Unlimited license would be used when servicing a Content Server 150 on up to Unlimited.	PDFCAE-UL	\$50,000	\$10,000	Content Server
	PDFCAE-100	\$40,000	\$8,000	Collaboration Server
				NOTE PDF Converter Adobe Edition is required if PDF Merge is purchased or used.
Stellent XML Converter Stellent XML Converter enables the automatic publishing of native business content to XML format. Upon check-in of new business content, conversion to a Stellent XML DTD or user defined DTD, can be configured to occur. This XML file can then be accessed from other Enterprise Applications, as well as dynamically rendered to HTML using the Stellent Dynamic Converter.	XMLC-P	\$30,000	\$6,000	Content Server
	XMLC-A	\$15,000	\$3,000	
	XMLC-D	\$6,000	\$1,200	
				Compatible with: <input checked="" type="checkbox"/> Windows2000
Stellent Dynamic Converter	DYN-P	\$30,000	\$6,000	Content Server
	DYN-A	\$15,000	\$3,000	

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Server Products

Stellent Dynamic Converter enables on-demand, ad-hoc publishing of native business documents to your information portal. With conversion capability for more than 225 file formats (including XML) to HTML and wireless formats, Stellent Dynamic Converter brings a new level of simplicity and productivity to providing web viewable business content. Criteria based rules determine the appropriate templates used to deliver consistent look and feel for corporate business content.

Part #	List	Maintenance (PCS)	Requirements
DYN-D	\$6,000	\$1,200	Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/> AIX

Stellent Content Categorizer

Stellent Content Categorizer provides for the automatic contribution of large amounts of text-based content into the Stellent managed environment, in a way that intelligently extracts meta data, and categorizes those documents so that users can find them when they need to do so. It can also be used at the time of an interactive check-in process to automatically categorize individual content items. In addition to identifying categories and metadata, the Content Categorizer has an API available to integrate third party categorization engines, and automatically create a hierarchical folder structure to use as a navigational aid while searching for information in the Stellent Content Server.

CC-P	\$50,000	\$10,000	Content Server
CC-A	\$25,000	\$5,000	
CC-D	\$10,000	\$2,000	Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux

Note: If integrating Content Categorizer with a third party categorization engine, a Statement of Work is required

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Server Products

	Part #	List	Maintenance (PCS)	Requirements
Stellent Content Tracker Stellent Content Tracker monitors content access and performs data extraction to populate a database repository. Data is gathered from the Web server logs and the Content Server database, and is made available to report generation tools. The data is stored in a database table, therefore will be viewable through out of the box reports, as well as standalone reporting tools (e.g. Crystal Reports).	CTK-P	\$25,000	\$5,000	Content Server
	CTK-A	\$12,500	\$2,500	Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/> AIX
	CTK-D	\$5,000	\$1,000	
				Databases: <input checked="" type="checkbox"/> Oracle 8, 8i & 9i <input checked="" type="checkbox"/> SQL 2000
Stellent Report Parser Stellent Report Parser provides additional functionality to the Content Server with report parsing and loading capabilities. With this product, business-critical information from across the enterprise can easily be made available in one centralized, secured, easy-to-use source. It allows customers to intelligently read reports from disparate expert reporting systems, and then manages the distribution of these reports through the Content Server in PDF, XML, text or HTML formats.	RP-P	\$50,000	\$10,000	Content Server
	RP-A	\$25,000	\$5,000	Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> Solaris
	RP-D	\$10,000	\$2,000	
Stellent Compression Stellent Compression provides the ability to check-in large image files and automatically convert them to a compressed MrSID format or the ability to check-in pre-processed MrSID files. The MrSID representation will be visible as a thumbnail and will allow consumers the ability to perform high resolution zooming on the image.	COMP-P	\$15,000	\$3,000	Content Server
	COMP-A	\$7,500	\$1,500	PDF Converter
	COMP-D	\$6,000	\$600	Compatible with: <input checked="" type="checkbox"/> Windows2000
Stellent Audio Video Indexer Stellent Audio Video Indexer provides additional functionality to the Content	AVI-P	\$50,000	\$10,000	Content Server
	AVI-A	\$25,000	\$5,000	SOW
	AVI-D	\$10,000	\$2,000	

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Server Products

Server, in that it allows for more robust searching and retrieval of Video files. Stellent Audio Video Indexer allows for the indexing of the audio portions of the following Video file types: via Windows Media Player -.avi, .wmv, .asf, .wm, .wma, .wav, .mpg, .mpeg, .mp3, via RealOne player: .rm, via QuickTime Player: .mov. The voice recognition is done using Microsoft Speech SDK 5.1 and is installed by the Stellent Audio Video Indexer installer. Stellent Audio Video Indexer also allows for creation of thumbnail images for Video files checked in to the Stellent Content Server. In general, Stellent Audio Video Indexer can produce thumbnails for formats recognized by Windows Media Player 7.01 when the appropriate codecs are installed. These formats include .mpeg, .mpg, .mp2, .avi, .asf.

Part #	List	Maintenance (PCS)	Requirements
* Services are Required			
** Requires separate Windows 2000 box for Convera			Required: Microsoft Speech-to-Text API compatible sound card
*** Compatible with Content Server running on:			
<input checked="" type="checkbox"/> Windows2000			
<input checked="" type="checkbox"/> Solaris			Windows Media Player 7.01 for Thumbnails

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Server Products

	Part #	List	Maintenance (PCS)	Requirements
Stellent InterCAD Stellent InterCAD provides the ability to check-in an AutoCAD .DWG file and automatically convert it to a Web viewable format, a .DWF file. The user must have a WHIP plug-in for their browser to view the .DWF file.	AUTO-P	\$3,500+services	\$700	Content Server; also SOW
	AUTO-A	\$1,750+services	\$350	
	AUTO-D	\$700+services	\$140	
	* AutoCAD 2000 must be on Inbound Refinery server			Compatible with: <input checked="" type="checkbox"/> Windows2000
Stellent Tiff Conversion Stellent Tiff Conversion converts TIFF images to PDF format. Upon check-in of single or multi-page TIFF files, Tiff Conversion will convert single TIFF images to a single PDF file, or convert the multi-page TIFF file to a multi-page PDF file.	PDFT-P	\$10,000	\$2,000	Content Server
	PDFT-A	\$5,000	\$1,000	
	PDFT-D	\$2,000	\$400	
	IMPORTANT: * Adobe Capture 3.0 Cluster edition required * Customer responsible for purchase of Adobe products			Compatible with: <input checked="" type="checkbox"/> Windows2000
Stellent PDF Watermark Stellent PDF Watermark enhances the conversion of native content to PDF format by applying standard or custom watermark features. This is an especially useful and speedy way to designate a document as a "draft" document or to add a logo to every page of a document. Stellent PDF Watermark will also apply Adobe Acrobat security attributes to documents, which specify whether users can print, change, select graphics and text, or add notes. Watermarks can be applied to native PDF files checked-in or generated from the PDF Converter, Report Parser, or TIFF Conversion products.	PDFW-P	\$5,000	\$1,000	Content Server
	PDFW-A	\$2,500	\$500	
	PDFW-D	\$1,000	\$200	
				Note: If native source is NOT PDF, then PDF Converter is required Only Compatible with Content Server running on: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000

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	Part #	List	Maintenance (PCS)	Requirements
Stellent Dynamic Watermark Stellent Dynamic Watermark allows the system administrator to define specific variables to be dynamically displayed on PDF files upon viewing. When a user makes a request to view the PDF, Dynamic Watermark gathers and applies personalized and customized watermark data to that PDF on demand—the watermark values can change based upon who is viewing the PDF. These variables are displayed in the form of a watermark, which can be overlaid, under laid, applied to the first page, the last page, specific pages or a specific range of pages. Multiple watermarks can be displayed on a single PDF file or page at once utilizing a watermark template. These watermark variables can be any meta-data or user profile value within the Stellent system. Examples of the watermarks that could be applied are the username, division, title or content ID. This could also include the current time and date if needed. Dynamic Watermark offers some digital rights management capabilities within these parameters, as watermarks will carry over to hard copy printed versions of the file.	DW-P	\$15,000	\$3000	Content Server
	DW-A	\$7,500	\$1,500	Adobe Acrobat 5.x
	DW-D	\$3,000	\$600	
	IMPORTANT: * Adobe Acrobat required * Customer responsible for purchase of Adobe products			
				Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000

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Server Products

	Part #	List	Maintenance (PCS)	Requirements
Stellent PDF Merge Stellent PDF Merge is a web-based content assembly solution that allows users to combine disparate content into one composite PDF document. The user may also apply a watermark, consecutively paginate the document, add a Table of Contents, insert metadata, and personalize the assembled document with delimited data files.	PDFM-P	\$30,000	\$6,000	Content Server
	PDFM-A	\$15,000	\$3,000	
	PDFM-D	\$6,000	\$1,200	PDF Converter - Adobe Edition
	IMPORTANT: * Adobe Acrobat 4.05a or 5.x required * Customer responsible for purchase of Adobe products *** PDF MERGE MUST BE INSTALLED ON THE SAME MACHINE AS CONTENT SERVER ***			Note: If native source is NOT PDF, then PDF Converter is required Only Compatible with Content Server running on: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000
Stellent Enterprise Search Stellent Enterprise Search provides the ability to search for content across multiple Content Server instances. A user is presented with a list of instances to search during a standard content query operation. Note: One instance of Enterprise Search is required for each Content Server that is initiating the search or being searched.	ESRCH-P	\$10,000	\$2,000	Content Server
	ESRCH-A	\$5,000	\$1,000	
	ESRCH-D	\$2,000	\$400	
Stellent.net Stellent.net is a hosting service and technical support solution that Stellent provides, allowing customers to immediately benefit from a deployed Stellent instance.	NET-P	On Request	On Request	N/A

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	Part #	List	Maintenance (PCS)	Requirements
Stellent OutsideIn Server Stellent OutsideIn Server is an application that, when installed and integrated alongside web server software, automatically converts native content into HTML. With Outside In Server, no additional software applications are needed on your server (such as the source application which created a source document), and no plug-ins or applets are necessary in any browser.	OIS	Contact Corporate Sales	Contact Corporate Sales	Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000
Stellent QuickView Plus Stellent QuickView Plus enables consistent, reliable access to business content regardless of format. With support for more than 225 Windows, Macintosh, Internet and DOS formats, QuickView Plus maintains continual access to legacy information. In addition, with its' seamless integration into the major e-mail clients and browsers, or its Explorer-like file manager, Stellent QuickView Plus provides a consistent, powerful environment for working with all types of business content.	QVP	Contact Corporate Sales	Contact Corporate Sales	Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> HP-UX <input checked="" type="checkbox"/> Solaris <input checked="" type="checkbox"/> IBM

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	Part #	List	Maintenance (PCS)	Requirements
Stellent Desktop <p>Stellent Desktop is a combination of various technologies selectively installed on users' desktop systems to allow direct linkage between a Stellent Content Server instance and client applications. A WebDAV client installation is included providing users with drag-and-drop integration within Microsoft Windows Explorer. The ODMA technology allows direct contribution from ODMA compliant applications such as Word, WordPerfect, Excel, PowerPoint, and FrameMaker. Stellent Desktop is also capable of enabling the streamlined management of FrameMaker Books. The Microsoft™ Outlook Integration product similarly allows direct contribution from Microsoft Outlook, including email messages as well as attachments; and it allows users to attach content pulled directly from Stellent. Upon installation of the Macromedia Dreamweaver or Adobe GoLive integration, Web Designers can design layout templates utilized by Stellent Content Publisher for consistent web site layout.</p>	DESK	\$199 ea.	\$40 ea.	<p>Content Server, Internet Explorer on client</p> <p>Compatible with:</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> WindowsXP <input checked="" type="checkbox"/> Windows95* <input checked="" type="checkbox"/> Windows98* <p>* WebDAV Client Only</p>
Stellent Lotus Notes Integrator <p>Stellent Lotus Notes Integrator provides the mechanism for migrating or replicating Lotus Domino documents into the Stellent Content Server repository. Lotus Notes Integrator can be used in one of three modes: 1) a one-time manual document migration, 2) an on-going, automatic email replication, and 3) an on-going, automatic document replication. The Lotus Domino document itself can be transformed into the MS RTF format prior to being loaded into Stellent. All document links and attached documents will be maintained during the migration process. Multiple configuration screens allow complete flexibility and control over the migration or replication process.</p>	LNI	\$50,000 ** SOW ** *Required*	\$10,000	<p>Compatible with:</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Content Server 5.x ** <input checked="" type="checkbox"/> Content Server 6.x ** <p>** Windows NT, Windows 2000, UNIX, or LINUX</p> <p><input checked="" type="checkbox"/> Lotus Notes v5.x Client</p> <p>Lotus Notes Client:</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Windows 2000

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Server Products

	Part #	List	Maintenance (PCS)	Requirements
Stellent Drive Stellent Drive allows drive-letter mapping to a WevDAV configured Stellent Content Server. Standard Microsoft Windows applications can then directly open and edit managed content as easily as if it were on the user's own computer. These open and edit actions automatically perform checkout, and upon closing the file an automatic check-in is performed. As content travels from the Stellent Content Server to the local client application, it is secured through SSL, compressed, and encrypted during transmission. Thus ensuring fast transfers and protection from un-authorized users.	SMD	\$50 ea.	\$10 ea.	Content Server Compatible with: <input checked="" type="checkbox"/> Windows95 <input checked="" type="checkbox"/> Windows98 <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> WindowsXP
Stellent Enterprise License For enterprise licenses, the license fees are determined on a case-by-case basis. Some factors to consider are the following: 1) Number of contributors or consumers that will need access to the products. 2) Number of instances of the products. (To properly apply 3rd party royalty payments) 3) Anticipated value that the products will provide to the customer, determined by the specific business problem(s) that the use of the products is designed to remedy and the estimated return on investment for the customer. 4) The level of competition that Stellent faces with respect to the specific enterprise opportunity. 5) Whether the products are intended to replace another application, particularly a competing product.		Negotiable	15 - 20% of negotiated price. NOTE: a lesser % than the amounts set forth herein is allowable if the customer intends to build its own support infrastructure	Manager Approval

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Scanning Applications

	Part #	List	Maintenance (PCS)	Requirements
Stellent Legacy Workgroup 5 Stellant Legacy Workgroup 5 provides a workgroup scanning front end to a Stellant server. Stellant Legacy Workgroup 5 utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellant Legacy Workgroup 5 is limited to 5,000 scans per month. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF). The Stellant Legacy Integration module (included) feeds the Stellant server through direct HTTP check-in.	LG-WK5	\$2,750	\$550	Content Server
NOTE: Legacy Workgroup 5 only supports Scanning and Quality Control when used in Networked configurations. This means that when Workgroup 5 is feeding images to other Ascent Capture products, the Workgroup 5 instance can only be used for Scanning and Quality Control. A Stellant Index module must be purchased to use this solution in a networked configuration. As a stand-alone product, Legacy Workgroup 5 is fully functional.				
Stellent Legacy Workgroup 25 Stellant Legacy Workgroup 25 provides a workgroup scanning front end to a Stellant server. Stellant Legacy Workgroup 25 utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellant Legacy Workgroup 25 is limited to 25,000 scans per month. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF). The Stellant Legacy Integration module (included) feeds the Stellant server through direct HTTP check-in.	LG-WK25	\$5,775	\$1,155	Content Server

Kofax Ascent Capture Platforms:
☒ Windows98 2nd Ed
☒ WindowsNT SP6a
☒ Windows2000 SP2
☒ WindowsME
☒ Windows XP

Kofax Ascent Capture Platforms:
☒ Windows98 2nd Ed
☒ WindowsNT SP6a
☒ Windows2000 SP2
☒ WindowsME
☒ Windows XP

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Scanning Applications

	Part #	List	Maintenance (PCS)	Requirements
Stellent Legacy Workgroup 75 Stellent Legacy Workgroup 75 provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup 75 utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup 75 is limited to 75,000 scans per month. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF). The Stellent Legacy Integration module (included) feeds the Stellent server through direct HTTP check-in.	LG-WK75	\$8,800	\$1,760	Content Server Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Workgroup 200 Stellent Legacy Workgroup 200 provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup 200 utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup 200 is limited to 200,000 scans per month. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF). The Stellent Legacy Integration module (included) feeds the Stellent server through direct HTTP check-in.	LG-WK200	\$14,200	\$2,840	Content Server Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Workgroup 500 Stellent Legacy Workgroup 500 provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup 500 utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup 500 is limited to 500,000 scans per month. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF). The Stellent Legacy Integration module (included) feeds the Stellent server through direct HTTP check-in.	LG-WK500	\$21,700	\$4,340	Content Server Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP

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Scanning Applications

	Part #	List	Maintenance (PCS)	Requirements
Stellent Legacy Workgroup Million Stellent Legacy Workgroup Million provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup Million utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup Million is limited to 1,000,000 scans per month. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF). The Stellent Legacy Integration module (included) feeds the Stellent server through direct HTTP check-in.	LG-WKM	\$27,000	\$5,400	Content Server Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Workgroup 5 S/A Stellent Legacy Workgroup 5 S/A provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup 5 S/A is limited to 5,000 scans per month. When used with Stellent Legacy Index, Stellent Legacy Workgroup 5 S/A is limited to only providing batch scanning capabilities – not indexing, OCR, and image cleanup. Stellent Legacy Workgroup 5 S/A does not contain the Stellent Legacy Integration. NOTE: Legacy Workgroup 5 only supports Scanning and Quality Control when used in Networked configurations. This means that when Workgroup 5 S/A is feeding images to other Ascent Capture Products, the Workgroup 5 S/A instance can only be used for Scanning and Quality Control. A Stellent Index module must be purchased to use this solution in a networked configuration. As a stand-alone product, Legacy Workgroup 5 S/A is fully functional.	LG-WK5SA	\$995	\$199	Legacy Integration Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Workgroup 25 S/A Stellent Legacy Workgroup 25 S/A provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup 25 S/A utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup 25 S/A is limited to 25,000 scans per month. Stellent Legacy Workgroup 25 S/A does not contain the Stellent Legacy Integration.	LG-WK25SA	\$3,300	\$660	Legacy Index or Legacy Integration Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP

6.5 Product Price List

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Scanning Applications

	Part #	List	Maintenance (PCS)	Requirements
Stellent Legacy Workgroup 75 S/A Stellent Legacy Workgroup 75 S/A provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup 75 S/A utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup 75 S/A is limited to 75,000 scans per month. Stellent Legacy Workgroup 75 S/A does not contain the Stellent Legacy Integration.	LG-WK75SA	\$5,500	\$1,100	Legacy Index or Legacy Integration Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Workgroup 200 S/A Stellent Legacy Workgroup 200 S/A provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup 200 S/A utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup 200 S/A is limited to 200,000 scans per month. Stellent Legacy Workgroup 200 S/A does not contain the Stellent Legacy Integration.	LG-WK200SA	\$9,900	\$1,980	Legacy Index or Legacy Integration Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Workgroup 500 S/A Stellent Legacy Workgroup 500 S/A provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup 500 S/A utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup 500 S/A is limited to 500,000 scans per month. Stellent Legacy Workgroup 500 S/A does not contain the Stellent Legacy Integration.	LG-WK500SA	\$14,000	\$2,800	Legacy Index or Legacy Integration Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP

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Scanning Applications

	Part #	List	Maintenance (PCS)	Requirements
Stellent Legacy Workgroup Million S/A Stellent Legacy Workgroup Million S/A provides a workgroup scanning front end to a Stellent server. Stellent Legacy Workgroup Million S/A utilizes industry leader Kofax Ascent Capture for batch scanning, image cleanup, OCR, forms processing, index validation, and metadata verification. Stellent Legacy Workgroup Million S/A is limited to 500,000 scans per month. Stellent Legacy Workgroup Million S/A does not contain the Stellent Legacy Integration.	LG-WKMSA	\$20,000	\$4,000	Legacy Index or Legacy Integration Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Index Stellent Legacy Index is used in cases where the volume of scanned documents dictates more indexing or OCR stations than scan stations. Stellent Legacy Index does not contain the front-end batch scanning capability. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF). The Stellent Legacy Integration module (included) feeds the Stellent server through direct HTTP check-in.	LG-INDEX	\$6,250	\$1,250	Content Server Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Index S/A Stellent Legacy Index S/A is used in cases where the volume of scanned documents dictates more indexing or OCR stations than scan stations. Stellent Legacy Index does not contain the front-end batch scanning capability. Stellent Legacy Index S/A does not contain the Stellent Legacy Integration	LG-INDEXSA	\$2,750	\$550	Content Server Kofax Ascent Capture Platforms: <input checked="" type="checkbox"/> Windows98 2 nd Ed <input checked="" type="checkbox"/> WindowsNT SP6a <input checked="" type="checkbox"/> Windows2000 SP2 <input checked="" type="checkbox"/> WindowsME <input checked="" type="checkbox"/> Windows XP
Stellent Legacy Integration Stellent Legacy Integration provides the ability to integrate existing Kofax Ascent Capture products to a Stellent server. The Stellent Legacy Integration module (included) feeds the Stellent server through direct HTTP check-in. This product is not necessary when purchasing Stellent Legacy Workgroup or Stellent Legacy Index, as it is included in those products.	LG-INT	\$8,000	\$1600	Content Server, Kofax Ascent Capture

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-Section 5-

Scanning Applications

	Part #	List	Maintenance (PCS)	Requirements
Stellent Legacy Startup 300 Stellent Legacy Startup is focused at providing a solution which will facilitate high scanning volume at the front end of a Stellent Legacy Workgroup deployment. Legacy Startup utilizes industry leader Kofax Ascent Capture for batch scanning and image cleanup (Quality Assurance) Stellent Legacy Startup 300 is limited to 300,000 total scans. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF).	LG-SU300	\$3,300	\$660	Content Server Legacy Workgroup -OR- Legacy Index
Stellent Legacy Startup 900 Stellent Legacy Startup is focused at providing a solution which will facilitate high scanning volume at the front end of a Stellent Legacy Workgroup deployment. Legacy Startup utilizes industry leader Kofax Ascent Capture for batch scanning and image cleanup (Quality Assurance) Stellent Legacy Startup 900 is limited to 900,000 total scans. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF).	LG-SU900	\$9,100	\$1,820	Content Server Legacy Workgroup -OR- Legacy Index
Stellent Legacy Startup Million Stellent Legacy Startup is focused at providing a solution which will facilitate high scanning volume at the front end of a Stellent Legacy Workgroup deployment. Legacy Startup utilizes industry leader Kofax Ascent Capture for batch scanning and image cleanup (Quality Assurance) Stellent Legacy Startup Million is limited to 1,000,000 total scans. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF).	LG-SUM	\$5,500	\$1,100	Content Server Legacy Workgroup -OR- Legacy Index
Stellent Legacy Startup 3 Million Stellent Legacy Startup is focused at providing a solution which will facilitate high scanning volume at the front end of a Stellent Legacy Workgroup deployment. Legacy Startup utilizes industry leader Kofax Ascent Capture for batch scanning and image cleanup (Quality Assurance) Stellent Legacy Startup 3 Million is limited to 3,000,000 total scans. Optionally, Adobe Acrobat Capture (purchased separately) can also be utilized for conversion of the scanned image (TIFF) to a common web viewable format (PDF).	LG-SU3M	\$15,200	\$3,040	Content Server Legacy Workgroup -OR- Legacy Index

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-Section 6-

Documentation Products

	Part #	List	Maintenance (PCS)	Requirements
Stellent Training Workbooks	TRN-WKBK	1-25 = \$85 per 26-100 = \$75 per 101-? = negotiated	N/A	
The Stellent training workbooks used in the instructor-led classes are available independently of the training class. When ordering, indicate the title of the workbook.				

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Upgrades

	Part #	List	Maintenance (PCS)	Requirements
Stellent Content Server 15 to Stellent Content Server 50	CS15-CS50-UP-P	\$60,000	Pro-rated **	Content Server 15
	CS15-CS50-UP-A	\$30,000	Pro-rated **	
	CS15-CS50-UP-D	\$0	Pro-rated **	
Stellent Content Server 50 to Stellent Content Server 150	CS50-CS150-UP-P	\$85,000	Pro-rated **	Content Server 50
	CS50-CS150-UP-A	\$42,500	Pro-rated **	
	CS50-CS150-UP-D	\$0	Pro-rated **	
Stellent Content Server 15 to Stellent Content Server 150	CS15-CS150-UP-P	\$135,000	Pro-rated **	Content Server 15
	CS15-CS150-UP-A	\$67,500	Pro-rated **	
	CS15-CS150-UP-D	\$0	Pro-rated **	
Stellent Web Content Manager Upgrade Stellent Web Content Manager Upgrade provides an avenue for existing Stellent Content Publisher users (with a valid maintenance contract) to upgrade their existing Content Publisher license to a full Stellent Web Content Manager license. Content Publisher users can continue to use their existing licenses for Content Publisher and Site Builder. Total client developer licenses of Site Studio or Content Publisher will be equal to the greater of 5 or the number of existing Site Builder licenses.	WCM15-UP-P	\$12,500	Pro-rated **	Content Server
	WCM15-UP-A	\$6,250	Pro-rated **	
	WCM15-UP-D	\$1,250	Pro-rated **	
	WCM50-UP-P	\$25,000	Pro-rated **	Site Studio client applications (Designer and Contributor) compatible with: <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> WindowsXP
	WCM50-UP-A	\$12,500	Pro-rated **	
	WCM50-UP-D	\$1,250	Pro-rated **	
	WCM150-UP-P	\$44,000	Pro-rated **	
	WCM150-UP-A	\$22,000	Pro-rated **	
	WCM150-UP-D	\$1,250	Pro-rated **	
	WCMUL-UP-P	\$125,000	Pro-rated **	
	WCMUL-UP-A	\$87,500	Pro-rated **	
	WCMUL-UP-D	\$1,250	Pro-rated **	
Kofax Ascent Capture Scan station 5,000 Upgrade	LG-5UP55	\$199	N/A	Legacy Workgroup
Kofax Ascent Capture Scan station 25,000 Upgrade	LG-25UP55	\$660	N/A	Legacy Workgroup
Kofax Ascent Capture Scan station 75,000 Upgrade	LG-75UP55	\$1,100	N/A	Legacy Workgroup
Kofax Ascent Capture Scan station 200,000 Upgrade	LG-200UP55	\$1,980	N/A	Legacy Workgroup
Kofax Ascent Capture Scan station 500,000 Upgrade	LG-500UP55	\$2,800	N/A	Legacy Workgroup
Kofax Ascent Capture Scan station Million Upgrade	LG-MUP55	\$4,000	N/A	Legacy Workgroup
Kofax Ascent Capture Workstation Upgrade (Index Products)	LG-WKUP55	\$550	N/A	Legacy Index

For limited distribution among Stellent's staff and partners only.

Prices are subject to change without notice. Check our intranet or Partner Portal for the most recent version of the "Stellent's Product Price List."

Section 7

6.5 Product Price List

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-Section 7-

Upgrades

Part #

List

Maintenance Requirements
(PCS)

NOTES:

** The base price for one year of maintenance is 20 percent of list price.
The way we figure the balance due for maintenance on an upgraded product is to take 20 percent of the upgrade price as the annualized price for maintenance on the upgrade. This annualized amount is then pro-rated for a term beginning on the date of the upgrade and ending on the ending date of the pre-upgrade annual maintenance contract.
Please refer to your particular contract for details regarding Maintenance.

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-Section 8-

Training Courses

	Part #	List	Maint. (PCS)	Duration
Stellent Web Based Training This web-based training module uses a simulation of Stellent Content Server to encourage consumers and contributors to explore the fundamentals for contributing and using content. This program provides a chance to experiment without risk, and provides feedback to aid in learning. The main topics include: accessing Stellent Content Server, finding content, viewing content, managing resources, and managing content. The module also includes an optional quiz. This module includes English, French, German and Spanish for the 6.2 release.	WBT15	\$750	\$150	
	WBT50	\$2,500	\$500	
	WBT150	\$5,000	\$1,000	
Compatible with: <input checked="" type="checkbox"/> WindowsNT <input checked="" type="checkbox"/> Windows2000 <input checked="" type="checkbox"/> Internet Explorer <input checked="" type="checkbox"/> Netscape 4.0+				
Requires: <input checked="" type="checkbox"/> Macromedia Flash 5.0 plug-in				

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-Section 8-

Training Courses

	Part #	List	Maint. (PCS)	Duration
Accelerated Fundamentals of Web Content Management Using Content Publisher	TRN-WCM-CP	\$3,900		5 days
<i>Description:</i> This accelerated course focuses on key skills in administering and building a web content management solution using both Content Server and Content Publisher. See the Stellent website for a complete class agenda.				
<i>Audience:</i> Content Server administrators, site designers, or developers who are managing content repositories with Content server and creating or managing websites with Content Publisher.				
<i>Prerequisites:</i> Each learner will complete Stellent's web-based training module on Content Server as a prerequisite. Free access to the WBT is provided.				
Accelerated Fundamentals of Web Content Management Using Site Studio	TRN-WCM-SS	\$ -		-
Additional information for description, prerequisites, length and fee will be provided after the design and development of this class has been completed.				
Document Management Using Content Server	TRN-DM	\$3,900		5 days
<i>Description:</i> This course focuses on key skills on administrative responsibilities and customization skills necessary to use Content Server as a document management solution. See the Stellent website for a complete class agenda.				
<i>Audience:</i> Content Server administrators, site designers, developers, or programmers, who need a full understanding of Content Server architecture, security, metadata models, and workflow and who also need to know how to develop custom components to accomplish special tasks.				
<i>Prerequisites:</i> Each learner will complete Stellent's web-based training module on Content Server as a prerequisite. Free access to the WBT is provided.				

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Training Courses

	Part #	List	Maint. (PCS)	Duration
Using Content Server	TRN-USE-SRV	\$650		1 day
<i>Description:</i> This one-day course (or equivalent knowledge) is a prerequisite for all other Stellent courses. The course focuses on the Content Server interface and business end-user contributor and consumer skills. See the Stellent website for a complete class agenda.				
<i>Audience:</i> Content Server business end-users (consumers and contributors)				
<i>Prerequisite:</i> Experience with Windows Explorer, Word, and browsers.				
Content Server Administration	TRN-SRV	\$1,950		3 days
<i>Description:</i> This course focuses on administrative applets and responsibilities within Content Server. See the Stellent website for a complete class agenda.				
<i>Audience:</i> Content Server administrators and workflow developers.				
<i>Prerequisite:</i> Completion of Using Content Server course or completion of Stellent's web-based eLearning module on end user skills or equivalent Content Server contributor and consumer skills.				
Content Publisher Fundamentals	TRN-CP	\$1,950		3 days
<i>Description:</i> This course focuses on the fundamental skills necessary to build and manage a website using Content Publisher (Site Builder, Site Server, and Site Scheduler) with content managed either by Content Server or residing in the file system. See the Stellent website for a complete class agenda.				
<i>Audience:</i> Site designers or website developers using Content Publisher				
<i>Prerequisite:</i> Completion of Using Stellent Content Server course or completion of Stellent's web-based training on end user skills or equivalent experience with Content Server contributor and consumer skills.				

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-Section 8-

Training Courses

	Part #	List	Maint. (PCS)	Duration
Advanced Content Publisher <i>Description:</i> This course is a project-oriented class focusing on the more advanced topics of integrating Content Server and Content Publisher. You will expand your Idoc Script knowledge while creating dynamic tables of contents, HTML Content Server Pages (HCSP), and HTML Content Server Templates (HCST). You will also generate html forms (HCSF) that include Idoc Scripting. Publishing to Content Server is assumed. See the Stellent website for a complete class agenda. <i>Audience:</i> Site designers, developers, or programmers responsible for creating a web site and maintaining or managing the staging or publishing process. <i>Prerequisites:</i> Completion of Content Publisher Fundamentals course. Working knowledge of HTML and previous programming experience are required..	TRN-ADV-CP	\$1,625		2 days
Site Studio Fundamentals Additional information for description, prerequisites, length and fee will be provided after the design and development of this class has been completed.	TRN-SS	\$ -		-
Advanced Site Studio Additional information for description, prerequisites, length and fee will be provided after the design and development of this class has been completed.	TRN-ADV-SS	\$ -		-
Customizing Content Server <i>Description:</i> This course focuses on the fundamental skills necessary to change the look-and-feel and functionality of Stellent's out-of-the-box product by creating custom components. See the Stellent website for a complete class agenda. <i>Audience:</i> Programmers or developers who are responsible for writing custom components for Content Server. <i>Prerequisite:</i> Completion of Using Content Server course or completion of Stellent's web-based eLearning module on end user skills or equivalent Content Server contributor and consumer skills. Working knowledge of HTML and general programming skills are helpful but not required.	TRN-CUS-SRV	\$2,400		3 days

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-Section 8-

Training Courses

	Part #	List	Maint. (PCS)	Duration
Implementing Content Server Security: Standard Security, LDAP, Active Directory, and NT Authentication	TRN-SEC	\$650		1 day
<i>Description:</i> This class enables administrators and integrators to understand and implement effective security models using NT Authentication, LDAP, and Active Directory Server. See the Stellent website for a complete class agenda.				
<i>Audience:</i> IT managers, Content Server administrators, and programmers.				
<i>Prerequisites:</i> Content Server Administration				
Using Collaboration Server	TRN-USE-COL	\$650		1 day
<i>Description:</i> This course teaches business users the skills needed to effectively work on collaborative projects within and across departments using Collaboration Server. Hands-on activities will show users how they control secured access to their projects, folders and content. See the Stellent website for a complete class agenda.				
<i>Audience:</i> Collaboration Server business users				
<i>Prerequisite:</i> Experience with Windows Explorer, Word, and browsers				
Collaboration Server Administration	TRN-ADM-COL	\$975		1.5 days
<i>Description:</i> This course teaches administrators how to design security for the Collaboration Server to give maximum flexibility for users and minimal maintenance for the administrator. See the Stellent website for a complete class agenda.				
<i>Audience:</i> Collaboration Server administrators				
<i>Prerequisite:</i> Completion of Content Server Administration or equivalent working knowledge				

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-Section 8-

Training Courses

	Part #	List	Maint. (PCS)	Duration
On-Site Training <i>Description:</i> On-site training for a maximum of 12 students. Class sizes over 12 require a second trainer and a second portable classroom. The customer is required to rent a Portable Classroom from Stellent in order to ensure an environment conducive to an effective training event (see COR-TRN-PC). Travel Expenses are also paid by the client for on-site Training, Implementation, and Consulting; and must be included on the quote.	COR-TRN-OS	\$2,500/trainer/day; Plus Travel; Plus rental of portable classroom		Varied
On-Site Customized Product Training <i>Description:</i> Customized training may be available at an extra cost for sites that have special training needs for business end users or others within the organization.	TRN-CUST-OS	Varied, call for quotation		Varied
Portable Classroom <i>Description:</i> Rental of 12 student laptops with software already installed for use with On-Site Training (see COR-TRN-OS).	COR-TRN-PC	\$1,000/day Plus shipping charge of \$1,000		Varied
Train-the-Trainer Program: Teaching the “Using Content Server” Class <i>Description:</i> This program prepares an organization’s internal trainers to teach the “Using Stellent Content Server” class to the organization’s Stellent users. The program consists of these elements: (1) the organization’s trainer attends the Using Stellent Content Server class to learn the skills and to understand how the materials and hands-on exercises are employed to teach the consumer and contributor skills; and (2) up to eight hours of telephone assistance in understanding the content, flow, and delivery of the course as well as the technical and file environment required for the course materials. Optionally, we also offer in-class, onsite support by a Stellent’s trainer to co-teach or assist with the two initial sessions taught by the organization’s trainer. <i>Audience:</i> This program is offered to organization with internal trainers who have the responsibility of internal end user Stellent training.	TRN-TRN	Call for Quotation		*** Price includes fee for Using Content Server course, and 8 hours of consulting by phone.

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-Section 9-

Customer & Partner Support	Part #	List	Requirements
Stellent Extended Maintenance Stellent Extended Maintenance is an annual support contract for customers who would like around the clock support for their Stellent instance(s) and add-on modules. Customers with Extended Support can call the Stellent hot line 24 hours a day, 7 days a week to ask questions of and receive assistance from Stellent product experts.	EXT-SUP	25% of list price of identified server and add-on modules	Includes Standard Support and Maintenance
Stellent SDK Developer's Support A Single Token for up to 8 hrs of assistance Stellent SDK Developer Support allows a customer who is customizing Stellent with the SDK to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent Content Server.	DEV-SDK-T1	\$650 per Token Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server training)
Stellent SDK Developer's Support Twelve (12) Tokens @ 8hrs each Stellent SDK Developer Support allows a customer who is customizing Stellent with the SDK to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent Content Server.	DEV-SDK- T12	\$7,100 12 Tokens Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server training)
Stellent SDK Developer's Support Twenty-Four(24) Tokens @ 8hrs each Stellent SDK Developer Support allows a customer who is customizing Stellent with the SDK to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent Content Server.	DEV-SDK-T24	\$11,700 24 Tokens Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server)

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-Section 9-

Customer & Partner Support

Customer & Partner Support	Part #	List	Requirements
Stellent Developer's Support PLUS A Single Token for up to 8 hrs of assistance <p>Stellent Developer Support PLUS allows a customer who is customizing Stellent with the SDK or any of the following scripting languages: HTML, ASP, JSP, CSS, Javascript, PERL, and Shell, to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent Content Server.</p>	DEV-PLS-T1	\$950 per Token Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server training) and prerequisite programming knowledge
Stellent Developer's Support PLUS Twelve (12) Tokens @ 8hrs each <p>Stellent Developer Support PLUS allows a customer who is customizing Stellent with the SDK or any of the following scripting languages: HTML, ASP, JSP, CSS, JavaScript, PERL, and Shell, to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent Content Server.</p>	DEV-PLS-T12	\$10,260 12 Tokens Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server training) and prerequisite programming knowledge
Stellent Developer's Support PLUS Twenty-Four(24) Tokens @ 8hrs each <p>Stellent Developer Support PLUS allows a customer who is customizing Stellent with the SDK or any of the following scripting languages: HTML, ASP, JSP, CSS, JavaScript, PERL, and Shell, to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent Content Server.</p>	DEV-PLS-T24	\$17,100 24 Tokens Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server training) and prerequisite programming knowledge

6.5 Product Price List

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Customer & Partner Support

Customer & Partner Support	Part #	List	Requirements
Stellent Developer's Support PREMIUM A Single Token for up to 8 hrs of assistance <p>Stellent Developer Support PREMIUM allows a customer who is customizing Stellent with the SDK or any of the following scripting & programming languages: HTML, ASP, JSP, CSS, JavaScript, PERL, Shell, Java, C++, VB, and XML, to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent Content Server.</p>	DEV-PRE-T1	\$1,250 per Token Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server training) and prerequisite programming knowledge
Stellent Developer's Support PREMIUM Twelve (12) Tokens @ 8hrs each <p>Stellent Developer Support PREMIUM allows a customer who is customizing Stellent with the SDK or any of the following scripting & programming languages: HTML, ASP, JSP, CSS, JavaScript, PERL, Shell, Java, C++, VB, and XML, to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent Content Server.</p>	DEV-PRE-T12	\$13,500 12 Tokens Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server training) and prerequisite programming knowledge
Stellent Developer's Support PREMIUM Twenty-Four(24) Tokens @ 8hrs each <p>Stellent Developer Support PREMIUM allows a customer who is customizing Stellent with the SDK or any of the following scripting & programming languages: HTML, ASP, JSP, CSS, JavaScript, PERL, Shell, Java, C++, VB, and XML, to purchase Developer's Support on a 'per instance' basis. Customers with a Developer Support token can call a Stellent application development expert and receive help and advice. A Developer's Support 'instance' is defined as a specific and single change requested by the customer to the 'out of the box' functionality of Stellent</p>	DEV-PRE-T24	\$22,500 24 Tokens Tokens are valid for a period of one year from the date of purchase.	Core Administration training (Content Server Administration), (Customizing Content Server training) and prerequisite programming knowledge

For limited distribution among Stellent's staff and partners only.

Prices are subject to change without notice. Check our intranet or Partner Portal for the most recent version of the "Stellent's Product Price List."

Section 9

6.5 Product Price List

June 10, 2003

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Customer & Partner Support

Part #

List

Requirements

Content Server.

Partner CD-ROM

PART-CD

N/A

Available ONLY to
Certified Partners

The Partner CD-ROM contains then entire Stellent Business Content Management Suite. This CD-ROM is intended for use by Certified Partners for demonstration purpose only.

6.5 Product Price List

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June 10, 2003

Consulting Services

New Customer Analysis Package New Stellent Content Management System customers frequently request assistance in the analysis and definition phases of their implementation project. Through the New Customer Analysis Package, a Professional Services consultant develops a Stellent-based implementation and rollout strategy that satisfies a new customer's Content Management business and technical requirements. The result of the analysis is a set of deliverables (functional specification and associated project plan) that describe the effort and cost associated with the execution of the developed strategy in the customer's operational environment.	IMS-SVC-NEW	\$20,000	Note: Unused days cannot be applied to other engagements.
Upgrade Analysis Package The Upgrade Analysis Package provides an existing customer with a snapshot of their current Stellent operational environment and quantifies the effort associated with upgrading their Content Management System to the desired version of the Stellent product line(s). Conducted by a Professional Services consultant, an "Upgrade Activity Statement" is delivered which describes the effort and cost associated with the identified upgrade tasks and provides recommendations that may improve performance, scalability and maintainability of the customer's Stellent Content Management system.	IMS-SVC-UPG	\$10,000	Note: Unused days cannot be applied to other engagements.
Existing Customer Site Audit Package The Existing Customer Site Audit Package provides an existing customer with a snapshot of their current Stellent operational environment and evaluates the system's installation, configuration, integration and customization relative to recommended methodology and best practices. If, as a result of the audit, the customer wishes to improve system usability, maintainability and performance, and/or wants to expand the feature/function of their system, an estimate of the effort needed to accommodate the recommended or desired modifications or additions and an associated set of deliverables (functional specification and project plan) are provided.	IMS-SVC-AUD	\$20,000	Note: Unused days cannot be applied to other engagements.

6.5 Product Price List

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-Section 10-

Consulting Services

Consulting Services	SVC-100	\$250/hr	SOW
Implementation Assessment for State and Local eGovernment State and local government customers frequently request our assistance in the analysis and definition phases of their implementation project. Through the Implementation Assessment package for e-government, a Professional Services consultant develops a Stellent-based implementation and rollout strategy that satisfies a new government customer's Content Management business and technical requirements. The result of the analysis is a set of deliverables (functional specification and associated project plan) that describe the effort and cost associated with the execution of the developed strategy in the customer's operational environment.	GOV-SVC-AUD	\$20,000	Note: Unused days cannot be applied to other engagements
NOTES: Travel Expenses are also paid by the client for on-site Training, Implementation, and Consulting; and MUST be included on the quote.			